

TELEPHONE
ANK 852
NUMBER

THE CHEMIST AND DRUGGIST

TELEGRAPHIC
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CHEMISTS LONDON.

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N.B.

For an Advertisement of Interest
see
Pages 38, 39 (^{bottom} folios) of this Issue.

"CARNABYN"

(REGISTERED)

◆ A Nourishing Meat & Malt Wine.

Strongly recommended by the Medical Faculty in all cases of weakened constitution, and particularly useful in cases of ladies whilst nursing, and delicate children, or in ailments where a stimulating—digestive—tonic—nutritive is indicated.

Dose—A Quarter to Two Ounces twice daily.

In Bottles, 2s. 6d., 5s., and 7s. 6d.

HOOPER & COMPANY,

⇒ CHEMISTS, ETC. ⇒

5 Grosvenor Street, & 26 Davies Street, W.; also at 7 Pall Mall East, London.

LABORATORY: MITCHAM, SURREY.

Also, as supplied to H.M. The Queen and the Elite of the Aristocracy,

HOOPER'S SPARKLING SELTZER

2s. 6d. per dozen. Six dozen Carriage free.

* PURE SODA, PURE POTASH, LEMONADE, AND AROMATIC GINGER ALE. *

SPECIAL TERMS FOR QUANTITY.

MAY & BAKER, LIMITED



Telegraphic Address—“BISMUTH LONDON.”
A B C Code Used.

ESTABLISHED
OVER 60 YEARS.

Telephone
No. “3, BATTERSEA.”

CAMPHOR.

M. & B. TRANSPARENT TABLETS
(SUBLIMED, NOT COMPRESSED).

MERCURIALS. ETHERS. BISMUTH SALTS.

PURE FRUIT ESSENCES.

PHOTOGRAPHIC CHEMICALS.

PERCHLORIDE OF IRON, NITRIC ACID, &c

Specially Prepared for **PROCESS WORK**.

CYANIDE OF POTASSIUM (JOHNSON'S
QUALITY.)

NICKEL SALTS, ACIDS, AND ALL PLATING CHEMICALS

GARDEN WHARF, CHURCH ROAD

**STEAMBOAT PIER,
BATTERSEA SQUARE.**

BATTERSEA, S.W.

**NEAREST STATION,
OLD BATTERSEA STATION**
West London Extension Railway.

THE CHEMIST & DRUGGIST SUPPLEMENT.

SATURDAY, SEPTEMBER 18, 1897.

Businesses for Disposal
Businesses Wanted
Premises to Let
Auction Sales

ALSO EXCHANGE COLUMN.

For Bargains see last page of this Supplement.

Partnerships
Situations Vacant
Situations Wanted
Miscellaneous

A Copy of this Supplement is inserted in every number issued of "The Chemist and Druggist."

The Man who pays 1/- or 3/6

for an advertisement in this Supplement has to pay cash ; so he becomes an exceptionally critical person in respect to the value of the advertisement. That is a fair statement. Now, what do we find ? Advertisers tell us their results—ten, twenty, thirty or more replies, summed up in the five words—"Suited ; don't repeat the ad." And alongside that there is the fact that this Supplement has grown from a modest thing with a dozen advertisements in it to the present proportions.

The growth has been as gradual as phenomenal, which is the best proof that it is based on a sound foundation—extensive circulation and quick returns. When you want to advertise, please remember

"The Chemist and Druggist" Supplement.

CHEMISTS' TRANSFERS.

MESSRS. ORRIDGE & CO., 32 LUDGATE HILL, E.C.

May be consulted at their Offices on matters of SALE, PURCHASE, and VALUATION.

VENDORS have the advantage of Messrs. O. & Co.'s direct attention and advice as to value without additional fee.

PURCHASERS are invited to forward a statement of their requirements, which will be notified in a register free of charge.

VALUATIONS having always been a prominent feature, Messrs. O. & Co. trust that the lengthened period during which they have enjoyed the confidence of the profession will be regarded as a sufficient proof of the sincerity of their endeavours to conduct these transactions in an honourable and straightforward manner.

1.—£1,000.—**LONDON (Suburb).**—Old-established Business, situate in close proximity to busy railway station ; returns present rate £1,000, increasing ; net profit £350 ; handsomely-fitted shop and good stock ; price £600 or valuation ; terms can be arranged.

2.—£700.—**ISLINGTON.**—Good middle class Business ; returns £700, with good profits ; the shop is well fitted (by Treble) ; comfortable residence, held on lease ; price to an immediate purchaser, £450.

3.—£1,000.—**LONDON, W.**—Dispensing and Retail Business, well situated in busy thoroughfare ; returns average £1,000 under manager ; could be largely increased by personal attention ; commodious residence, 21 years' lease ; price £950.

4.—£600.—**FENCHURCH STREET (few minutes from).**—Retail and Prescribing Business, well situated in busy main road ; returns exceed £600 ; nicely-fitted shop and good stock ; 19 years' lease, low rent ; price, valuation of stock and fixtures.

5.—£3,000.—**LONDON, W. (Residential Suburb).**—Brisk Retail and Dispensing Business ; returns £3,000 ; net profit £600 ; commodious shop, corner position ; 18 years' lease ; terms, goodwill £500 and valuation of stock and fixtures.

6.—£1,000.—**KENSINGTON.**—First-class Dispensing and Retail Business ; residential locality ; returns average £1,000 yearly ; very handsome shop and large stock ; good residence ; all in perfect repair ; full particulars on application.

7.—£600.—**LONDON, W.**—Brauch Business, well situated in busy main road ; returns £600 ; can be easily increased by personal attention of principal ; full investigation will be permitted ; the shop is well fitted ; good house ; price required £500.

Particulars of any of the above will be furnished on application.

N.B.—NO CHARGE TO PURCHASERS.

TERMS FOR VALUATION ON APPLICATION. APPOINTMENTS BY POST OR WIRE HAVE IMMEDIATE ATTENTION. Messrs. ORRIDGE & CO. invite communications from COLONIAL and FOREIGN firms where business of a confidential nature requires the special attention of a London Agent.

SPECIAL NOTICE.—Messrs. ORRIDGE & CO. have a large number of Businesses for Sale suitable for Gentlemen with Small Capital, from £200 to £500.

ORRIDGE & CO., 32 LUDGATE HILL, LONDON, E.C.

F. J. BRETT

VALUER,

37 Waterloo Street, LEICESTER.

References to Principal London and Provincial Wholesale Houses, also to numerous clients throughout the United Kingdom.

BUSINESSES THOROUGHLY INVESTIGATED FOR BUYERS.
NO CHARGE TO BUYERS.

£2,000 to £3,000 returns.—**LANCASHIRE.**—Chiefly own Proprietaries and Patents, some Wholesale; good working order; cash required about £2,000.

£6,000 to £7,000 returns.—**MIDLANDS.**—Local Wholesale, within easy radius; well adapted to two pushing men, who could largely increase; incoming about £1,600, part of which can remain on security.

£900 returns.—**BEDS.**—Good Country Retail, out of reach of Stores; good house, large garden, and in all respects a very desirable investment; net profit £300; price £700.

£840 returns.—**LONDON, N.**—Medium-class Retail with Branch, practically monopolising the district; handsome shop and good premises; price about £800.

£1,000 returns.—**WORCESTERSHIRE.**—Good country Retail, in pretty part; good house, yard, and garden; rent £30; price £550.

£360 returns.—**BIRMINGHAM.**—Good well-fitted and attractive corner; profitable Retail, capable of much increase; price £225.

£600 returns.—**BERKS.**—Light Retail and Dispensing, with appointment producing a net profit of £100 per annum; good house and position; price £600.

£670 returns.—**LANC.**—Dispensing and Light Retail, in favourite residential town; good residence; price £600, or valuation.

£400 returns.—**NOTTINGHAM.**—Death vacancy; until serious illness of deceased returns were double, and can be again, as the district is improving, and no other chemist near; price £300.

£700 returns.—**DERBYSHIRE.**—Central position of good town; energetic man could vastly increase; valuation about £450.

£450 returns.—**DERBYSHIRE.**—Branch Retail; good house; with personal attention can be much increased; valuation about £150.

£540 returns.—**NORWICH.**—Good-class Suburban Retail; steadily growing; vendor taking larger concern; price £440.

WANTED.

F. J. BRETT has numerous inquiries for Businesses of all sizes and classes, and can speedily sell your Business for you.

BERDOE & CO.

CHEMISTS' TRANSFER AGENTS AND VALUERS,

35 JEWRY STREET, FENCHURCH STREET, E.C.

Established 1870.

1.—**SOUTH-WEST OF ENGLAND.**—First-class Light Retail and Dispensing Business; returning £4,800, and making exceptionally good profits; shop occupies best position in large fashionable town, is elegantly fitted and very handsomely stocked; good house; plenty of storage room; held on lease at a remarkably low rental; price 3,000 guineas. We have personally inspected this business, and can strongly recommend it.

2.—**SOUTH COAST.**—Central position fashionable seaside resort; Retail and Dispensing Business; returns are £800; handsome shop; unopposed position; selling through most satisfactory reasons; price £350, or valuation. This we know and specially recommend.

3.—**SOUTH WALES.**—Light Retail and Prescribing Business; returns £1,000; net profit £400, after paying all expenses; good house, lease worth £200; price £750 or offer; trial allowed.

4.—**YORKSHIRE.**—Inland health-resort; good-class Light Retail and Dispensing Business, where there is scope for increase; rent £40; good house; valuation only required, about £400.

5.—**HAMPSHIRE.**—Good-class Light Retail and Dispensing Business; returns £1,100; net profit £350; handsome shop; best position in town; good house; price £900; valuation terms arranged.

6.—**DORSET.**—Old-established Family, Retail, Dispensing, and Prescribing Business; returns £1,200; same hands many years; retiring; good house, low rent, long lease; price £800.

7.—**WILTSHIRE.**—Small market town; Retail and Prescribing Business; returns £400; shop is well fitted and stocked; rent £25; good house and garden; price £275 or offer.

8.—**LONDON (Northern Suburb).**—Good-class Light Retail and Dispensing Business; returns £750; good house; shop is handsomely fitted and well stocked; price £550 or offer.

Particulars of either of the above free on application.

NO CHARGE TO PURCHASERS.

35 JEWRY ST., FENCHURCH ST., CITY.

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JUDD & MANNERS

CHEMISTS' VALUERS,

Transfer Agents, Partnership Negotiators, Arbitrators and Accountants,

76 CANNON STREET, LONDON, E.C.,

Are instructed to offer the following Investments:—

YORKSHIRE (West Riding).—Branch Retail and Prescribing trade, returning under manager about £10 weekly; good house and handsome pharmacy; valuation of stock and fixtures will be accepted.

LONDON, W.—Cash Prescribing trade, giving a net profit of nearly £200 a year; price £230; capital position, and plenty of scope for increase.

VALUATIONS for Probate or Transfer by a fully qualified member of the Firm. Books Audited, Balance Sheets Prepared and Chartered Accountants' Certificate given.

FERGUSON & OSBORNE

VALUERS and TRANSFER AGENTS.

VALUATIONS A SPECIALITY.

Our Mr. FERGUSON, Ph. Ch. (Exam.), having had a thorough practical training and long experience in the Wholesale and Retail, and as a Professional Valuer, gives his personal attention to this department. Terms on application.

1.—**LONDON SUBURB** (about 6 miles out).—Extensive population, well-established Retail and Prescribing Business; modern mahogany fittings; returns over £500, increasing; 7-roomed house, cellar, bath-room &c.; price £450.

2.—**LONDON, W.**—First-class Dispensing and Family Retail; superior residence, with garden, &c., in rear; net profit about £400; price £900; replies with reference receive attention first.

3.—**LONDON SUBURB (Main Road).**—Retail and Dispensing Business; nice shop, full stock; prominent position; extra good 7-roomed house, garden, &c.; returns £650; price £420.

DURHAM.—Returns £1,175; price £800. **LONDON.**—Well-fitted Retail; price £100.

56 CHEAPSIDE, LONDON, E.C.

THOMAS TOMLINSON & SON,

M.P.S.,

Cherists' Transfer Agents and Valuers,

9 NEW CANNON STREET, MANCHESTER.

44 YEARS' EXPERIENCE.

Valuations Conducted with careful attention to detail.

BUSINESS WANTED.—Thomas Tomlinson & Son, having on their books an extensive list of gentlemen who have entrusted them with commissions to look up a good genuine Business, intending sellers can rely upon being at once with all despatch put into communication with bona-fide buyers without publicity and the annoyance of answering "curiosity" applications. **No charge made unless Sale is effected.**

BUSINESSES FOR DISPOSAL of various classes and amounts of returns ranging from £200 to £4,000. Particulars given to bona-fide applicants stating outline of requirements.

Have constant inquiries for REGISTERED ASSISTANTS.

Applicants introduced free.

NO CHARGE TO PURCHASERS.

Telegraphic Address—"TOMTOM."

TO LET.

3s. 6d. for 50 words or less; 6d. for every 10 words beyond.

NOBLE Corner Shop to Let, now fitted up as a Chemist's; main road, N.W.; trams and buses pass the door; very moderate amount for fixtures, &c.; lease would be granted at £60 per annum; to anyone wishing to open by September 29 this would be a first-class opportunity. Apply, Philip Josephs, 54 Old Street, City Road, London, E.C.

FOR SALE.

3s. 6d. for 50 words or less; 6d. for every 10 words beyond.

£55 or Offer.—Stock and Fixtures of Chemist's shop; a bargain to incomer; can be seen any evening, except Wednesday, from 6 to 10 P.M. 24 York Road, Battersea, S.W.

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BUSINESSES FOR DISPOSAL

3s. 6d. for 50 words or less; 6d. for every 10 words beyond.

LANCASHIRE.—Light Retail and Prescribing Business for Sale; returns, under indifferent management, £800; rent (house and shop) £26; price about £400 and valuation. For further particulars apply, Salol, c/o Oldfield, Pattinson & Co., Wholesale Druggists, Todd Street, Manchester.

LONDON.—Light Retail and Prescribing Business for Disposal for value of stock, &c.; returns over £5 weekly, very profitable; exceptional opportunity for beginner or open Surgery; has been neglected; could easily increase; rising neighbourhood; fixtures, &c., included in rent. Stamped envelope for particulars, "Retail" (263/6), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

LONDON, N.—A genuine Retail Cash Business; returns nearly £500; excellent position, in very populous neighbourhood; shop nicely fitted, and well stocked; good house, low rent on lease; price £375, or near offer. "Menthol" (260/40), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

LONDON, S.W.—Genuine little Business, going through ill-health; returns £500, steadily increasing; big, growing neighbourhood; rent £30 per annum; price about £300. "Measam" (262/17), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

LONDON, S.W.—Good-class Ready-mouey Business; main thoroughfare; established 22 years; corner shop, well fitted and stocked; good prices; average sales 3 years £500; net profits £200; rent £70; lease obtainable 21 years; house (private entrance) 9 rooms; inclusive price £425; investigation invited. "Spes," c/o Wright, Layman & Unnay, Southwark, London.

LONDON, S.W.—Retail, Dispensing, and Prescribing Business; good mahogany fittings; excellent old-established position in a shopping district; takings £500, principally cash; good eight-roomed house, with private entrance, suitable for residence or letting; owing to family matters vendor must leave London shortly, consequently will accept £200. "Plum" (262/33), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

LONDON, W.—Snug little Retail and Dispensing Business; returns last year over £800; profits good; excellent reason for disposal; the business is old-established, and would suit one wishing to settle down. Only those with £750 cash are asked to write in first instance to "Medicus," Kelly's Library, Shaftesbury Avenue, W.

S.W.—Good class suburb; ready-mouey Retail and Prescribing Business; main road, splendid position; returns £12 weekly, recently doing £16, and can agaiu; low rent, long lease; good house; price £275; stock and fixtures worth £300; biggest bargain ever offered; must be sold. B. (262/10), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

SEVERN VALLEY.—An old-established unopposed Retail, Dispensing, and Prescribing Trade; nice home; easy hours; returns £650; low rent; good lease; present owner retiring after 27 years' holding; moderate premium for goodwill, and valuation will be accepted. S. R., c/o Edwards & Son, 157 Queen Victoria Street, E.C.

SOUTH COAST.—For Sale or Exchange, first-class Light Retail and Dispensing Business, returning £1,800, and making a good income; owner would be willing to exchange for a Business in Country town, with good house and garden, returning £1,000 to £1,200, within 60 miles of London. Address, in confidence, 262/9, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

SUFFOLK.—In a small market town, an old-established good-class Business, excellent position, good house; returns £600; price £450; premium for an increasing proprietary article; capable of great extension. Apply, 260/14, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

WEST OF ENGLAND (Busy town).—An old-established, good-class Family and Dispensing Business in commanding position; returns £1,700; net profit about 25 per cent.; capital house, with good yard and out-buildings; rent £100, on lease; present proprietor has held it many years; price £300, goodwill and valuation. C. R., c/o Hodgkinson & Co., 101 Whitecross Street, E.C.

CHEMIST and Druggist's Business for Sale; old established—1813; Prescribing, Dispensing, and Light Mixed Retail; good opportunity for an investment of £800. Apply for particulars "Rex," c/o Rayson, Ringwood, Hants.

DENTISTS.—For Sale, through illness, very high-class Practice; £500 yearly; with latest instruments, &c., and household furniture, or separately; price £600; part can remain; only able to give introduction of 10 weeks. Apply, 2 Durham Road, Sheffield.

FASHIONABLE Seaside Resort (Kent).—High-class Retail and Dispensing Business in a small town; making a net profit of £470 last year; most satisfactory reasons for selling; good house; price about £1,150. For full details apply, with reference, to "Vendor" (262/38), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

SALE through ill-health.—Small Business for Disposal, in the main thoroughfare of a populous neighbourhood; well-fitted shop, with good sale window; excellent opportunity; investigation courted. For full particulars, apply, W. T., c/o Messrs. Jackson & Sons, Old Post Office Place Liverpool.

To be Disposed of, a small, profitable, Ready-money Business, in a rising country town; rent only £18; good living accommodation; a sure living for a beginner; suit either qualified or unqualified man; cash required £120. Apply, "Solas" (255/30), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

To Dissolve Partnership; very old established Light Retail, Dispensing, and Prescribing Business; splendid chance for pushing man; price £400. Address, Jones, 16 Southsea Terrace, St. Leonards-on-Sea.

To Chemists and Dentists.—To be Sold, an old-established Retail and Dispensing Business, in good locality, with nucleus of a good practice; been under management; suburb of London; no other Dentist in neighbourhood; only a small premium required over value of stock and fixtures. Apply, by letter, 262/40, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

£1,000 Profit per Annum.—An exceptionally profitable and confidential trade in large provincial town, doing largely in Malmesbury remedies; every investigation allowed; vendor is willing to accept a suitable person with £400 or £500 capital as partner for a few years, and then to take over the entire concern. "Private," Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

£300 or Valuation.—A Chemist's Business in Derbyshire, surrounded by large population, in a busy thoroughfare; no opposition, nearest Chemist nearly a mile distant; full prices; good shop; two large plate-glass windows in front; fixtures good and substantial; stock in good condition; large dry warehouses and cellars; every accommodation for Wholesale; pleasant situation; same hands nearly half a century; rent £30 per annum; profits on specialities included will pay half the rent. Reference, Mr. Blunt, c/o Blunt & Evans, Chemists, Market Place, Derby.

BUSINESSES WANTED.

3s. 6d. for 50 words or less; 6d. for every 10 words beyond.

GENUINE good-class Business wanted, returning from £1,000 to £1,200 per annum. Apply, with full particulars, to "Major" (213/2), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

WANTED, London or Suburb, in a busy main thoroughfare where an opportunity occurs for improvement, a General Retail, Dispensing, and Prescribing Business; price between £300 and £450. Full particulars to J. F., 135 Albion Road, Stoke Newington, N.

WANTED, a Drug Store for unregistered man, London, main road; house and shop must be well established; returns about £500; full particulars and lowest cash price; principals only, no agents; or would join Partner. Address "Drug Store," c/o Dr. Lilly, St. Augustine's, Bristol.

WANTED, Retail and Dispensing Business returning about £600; country or seaside preferred; advertiser would not object to Partnership in larger concern with an elderly gentleman wishing to gradually retire; references given; first-class experience. Particulars, in confidence, to "Salol," c/o Evans, Gadd & Co., Exeter.

WANTED, to purchase a small but genuine Chemist and Druggist's Business; district immaterial; Freehold premises; rent reasonable; preference given to one who will accept substantial deposit and balance by instalments; bank security and reference; full details in first letter to save useless correspondence. Address, 261/22, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

TENDERS.

3s. 6d. for 50 words or less; 6d. for every 10 words beyond.

ST. MARY'S HOSPITAL, PADDINGTON, W.

CONTRACT FOR DRUGS, CHEMICALS, DRESSINGS, &c.

THE Board of Management hereby invite Tenders for the supply of Drugs, Chemicals, Dressings, &c., during the three months from October 15th to January 14th next, both days inclusive.

Tenders must be delivered in sealed envelopes addressed to the Secretary, and marked on the outside "Tender for Drugs," on or before Monday, 27th September, at noon.

Forms of Tender may be obtained on application to the undersigned.

By Order,
THOMAS RYAN, Secretary.

SALES BY AUCTION.

3s. 6d. for 50 words or less; 6d. for every 10 words beyond.

TO CHEMISTS, DRUGGISTS, SHOP-FITTERS, & OTHERS
No. 62 ALBION ROAD, STOKE NEWINGTON, N.**M**ESSRS. JOSEPH HIBBARD & SONS will Sell by Auction, upon the premises, as above, on Wednesday next, September 22, at One o'clock precisely, the Stock-in-Trade and Fixtures of an old-established Chemist and Druggist, together with about 80 lots of useful Household Furniture and Effects. On view morning of sale, and catalogues at the Auctioneers' Offices, 9 Walbrook, E.C., and 15 Newington Green, N.

APPRENTICESHIPS.

RETAIL.

LONDON, N.—Apprentices; two wanted in an up-to-date London Pharmacy; 5 hands kept; no Sunday duty, 4 hours off on Thursdays; would reside with principal at his private residence, standing in an acre of ground; treated as of the family; premium moderate. "Alpha," 40 Rectory Road, Stoke Newington, N.**W**ANTED, well-educated youth as Apprentice; about 17; for good mixed Retail and Prescribing; outdoors; thorough knowledge of business taught, and time allowed for study. Particulars to Whitaker, Chemist, Brierfield, Burnley.

SITUATIONS OPEN.

3s. 6d. for 50 words or less; 6d. for every 10 words beyond.

RETAIL.

ASHTON-UNDER-LYNE.—Wanted, a Qualified Assistant at once. Apply, with photo, references, salary desired, to W. Bostock & Sons, Wholesale Druggists, Ashton-under-Lyne.**B**IRMINGHAM.—Improver or Junior required. Apply, stating age, height, salary, reference, &c., and when at liberty, if possible enclose photo (to be returned), A. H. Harries, Chemist, Heathfield Road, Handsworth, Birmingham.**B**IRMINGHAM.—Wanted, a Part-time indoors Assistant in suburb of Birmingham; preference given to one who has passed the Hall Exam., and is reading for the Minor; hours 8.30 till 6 for 4 days; Wednesdays 8.30 till 2; Saturdays 8.30 till 2, and 6 till 10.30. Address, stating age, salary required, photo, undeniable references, &c., to N. Y., 14 Laugley Road, Small Heath, Birmingham.**B**RUMLEY (Kent).—Wanted, an Assistant, about 23, in a first class suburban Retail and Dispensing business (indoors); moderate hours. Apply, with full particulars, to "Chemist," 2 Widmore Road, Bromley, Kent.**B**RUMLEY (Kent).—Wanted, October 1, for Brauch business, a qualified Assistant-Manager; gentlemanly, energetic, good Counter-man; hours 9 to 9; Saturdays 10.30; Wednesdays 5. State age, height, experience, references, salary required (indoors), and enclose photo (to be returned), to Wm. Baxter, Jun., 40 High Street, Bromley, Kent.**B**UXTON.—Qualified Assistant, of good address and experience. State terms and usual particulars, with photo, indoors, to Thresh, Chemist, Buxton, Derbyshire.**C**ARLISLE.—Outdoor, smart, and obliging Assistant; accustomed to good-class Cash trade; half-holiday weekly. Apply, with photo and full particulars, to Hunter, Chemist, Carlisle.**C**ALCUTTA.—Wanted, qualified (Minor) Assistant, who has had good experience, and can supply first-class references; unmarried; 4 years' agreement; passage out and home paid. Apply, giving full particulars of qualifications, to Alex. Lawrie & Co., 14 St. Mary Axe, E.C.**C**APE COLONY.—Wanted, qualified Assistant; must be single; second-class passage paid; three years' engagement. For further particulars, apply to Messrs. Walter Kemsley & Co., 44 Leadenhall Street, London, E.C.**C**ARDIFF.—Junior Assistant; outdoors; must have some knowledge of the Photographic trade. Full particulars as to age, height, salary, experience, &c., to Jesse Williams & Co., Pharmaceutical Chemists, Park Hall Buildings, Cardiff.**C**HELTENHAM.—Smart Junior for Retail and Dispensing business; must be quick and accurate Dispenser, and good Counterman. Apply, stating age, experience, height, and salary required (indoor), to Mrs. Purnell, 337 High Street, Cheltenham.**C**LIFTON (Bristol).—For October 1, Giles, Schacht & Co. require a qualified Dispenser accustomed to high-class business; indoors. State particulars of experience and salary required, and enclose photo.**C**ROYDON.—Wanted, a competent Assistant; outdoors. Apply, giving full particulars, to D. P. Roberts, Drug and Chemical Store, North End, Croydon.**D**ERBYSHIRE.—Wanted, immediately, qualified Assistant, Indoors, for Mixed Country trade; market town: easy hours; weekly half-holiday; very little Sunday duty; comfortable home. Apply, with full particulars as to salary, references, experience, age, &c., with photo (to be returned), to 260/26, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.**D**RIFFIELD (Yorks).—Wanted, at once, qualified man of good appearance, active, and pushing, for General Country business, with Prescribing, aged about 36 years; good reference required as regards sobriety and business capabilities; salary (outdoors) £2 per week. "Chemist," 3 Market Place, Driffield, Yorkshire.**E**SEX.—Qualified Manager (single) for old-established business; Prescriber, Extractor; thoroughly experienced, and of good address; permanently to suitable man; indoors; Junior kept. Apply, stating age, references, salary, photo, to "Chemist," c/o Barron, Harveys, Giltspur Street E.C.**H**ULL.—Wanted, qualified indoor Assistant, about 24, accustomed to first-class Retail and Dispensing business; two kept; short hours. Apply, stating age, height, salary required, and references, to Metcalfe & Son, Pharmacists, Whitefriargate, Hull.**K**IDDERMINSTER.—Wanted, end of September, smart active Junior (outdoors). All particulars, salary, references, &c., Taylor, Chemist, Kidderminster.**L**ANCASHIRE.—Qualified Man Wanted for Business on Stores principle; must be smart, energetic Salesman, and of good address; with thorough experience of Stores business; good salary to suitable man. Apply, stating full particulars and copies of two recent testimonials, to M. C. (261/38), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.**L**EICESTER.—Wanted, reliable Assistant; outdoors; accustomed to Light, Retail, and Dispensing business. Apply, stating age, height, experience, references, salary required, and when disengaged, to W. T. Hind, Chemist, Leicester.**L**ANDUDNO.—Wanted, a qualified Assistant. Apply, J. Burton, Chemist, Llandudno.**L**ONDON, N.W.—An Assistant, with good-class experience and references, aged about 23. W. H. Parker, 1 King's College Road, Adelaide Road, South Hampstead.**L**ONDON, N.W.—Junior; abstainer; indoors; about September 23; about 19 years of age; hours 8 till 10, and alternate Sunday evenings; at liberty Thursday afternoon and evening. Apply personally, or enclosing card, stating height and references, salary, &c., to Mr. Taplin, 91 Hampstead Road, London, N.W. Only one kept.**L**ONDON, S.E.—Outdoor Assistant, for early October; not under 23 years of age; must be well recommended. State salary, &c., Llewellyn Chemist, Walworth Road, S.E.**L**ONDON, S.W.—Qualified Assistant; indoors; of good address; must have been accustomed to good-class Dispensing and Retail business. State age, height, salary, &c., Edward Wavell, 144 Victoria Street, London, S.W.**L**ONDON, S.W.—Battersea Provident Dispensary.—Wanted, an Improver as Assistant Dispenser; must have the "Hall" or Minor qualification; salary £80 per annum; ladies ineligible. For particulars apply to Mr. Bilham, 125 High Street, Battersea, S.W.**M**ALTA.—Qualified Assistant required for a good-class Dispensing and Retail business; salary to commence at £108 per annum, with room; passage paid out, subject to 6 months' agreement. Apply to "Malta," Messrs. Evans, Lescher & Webb, 60 Bartholomew Close, London, E.C.**M**ALTA.—Qualified; aged about 24; 3 years' agreement; second-class passage paid out; lodging but no board provided; salary £120 1st year, £135 2nd year, and £155 3rd year; must be thoroughly sober and reliable; special arrangements made if applicant should turn out a permanency. Apply F. A. D., 16 Coleman Street.**M**ANCHESTER.—Qualified Assistant, age about 25, at once. Please state height, experience, salary required (outdoors), enclose photo. Address, Jeans, Pendleton, Manchester.**M**IDLANDS.—Wanted, an Assistant first week in October, not under 24, for a good-class Mixed Retail and Dispensing business; comfortable home; must be quick, accurate, neat and obliging to customers; good salesman and of good appearance and address; indoors preferred; weekly half-holiday, no Sunday duty. Apply, with full particulars as to salary, references, experience, age, height, &c., with photo, if possible, to "Menthols," J. Richardson & Co., Friar Lane, Leicester.**N**ORTHAMPTON.—Wanted, a Junior or Improver; must be of good character. Apply, Blunt's Drug Company, Northampton.

RETAIL—continued.

NORTHFLEET.—Qualified Assistant wanted; not under 24; capable of taking charge; Extractor; indoors. Particulars to Mussellwhite, Chemist, Northfleet.

OXFORD.—Wanted, in October, a competent Assistant, aged 22 to 24 years. Apply, stating full particulars, salary required, &c., H. G. Varney, 71 High Street, Oxford.

OXFORD.—Qualified Assistant wanted for Dispensary; outdoors; no Sunday duty. State salary, references, age, experience, &c., and send photo to Managing Director, Oxford Drug Company (Lim.), Cash Chemist, Oxford.

RYDE, I.W.—An Assistant, about 25 years of age, accustomed to first-class Retail and Dispensing business. State age, height, salary, and reference to Tenison Smith, Ryde, I.W.

SAFFRON WALDEN.—Assistant, active and good Counter-man, for Country Retail and Dispensing; must be steady and obliging. Enclose photo, stating age, height, salary and references, to John Gilling, Pharmaceutical Chemist, Saffron Walden.

ST. ANDREWS. Wanted, qualified Assistant, by Smith & Govan, St. Andrews, N.B., to whom apply with references.

SOUTHEND-ON-SEA.—Wanted, an energetic Assistant (indoors) for Light Retail business; must be accustomed to good-class trade. State age, height, salary required, how long in last situation; also enclose carte (which shall be returned); hours of business moderate. Morgan, Chemist, Southend-on-Sea.

STAFFORD.—At once, good Junior Assistant (indoors) for Mixed Country trade. Send photo (to be returned) and full particulars, salary required, &c., to Fowke & Son, Chemists, Stafford.

STOCKPORT (Near).—By October 1, smart Junior, about 21; must be a good Counter-man and well recommended. State age, height, references, experience, salary required (in and out doors), and enclose photo (to be returned), to "Chemist," 161 Manchester Road, Heatou Chapel, Stockport.

STROUD.—Wanted, Qualified Assistant, before end of October; must be able to take charge in absence of principal, and have had good experience at Retail Counter; hours moderate, but to live at (and be in charge of) business; premises. Apply, giving usual particulars, to S. J. Coley, Chemist, Stroud.

UCKFIELD.—An Assistant for a good-class Country business; indoors; one only kept; short hours. Apply, with full particulars, to E. H. Farr, Uckfield.

WALSALL.—A trustworthy and competent Junior Assistant required for good-class Dispensing business; outdoors. Apply, with usual particulars, age, salary, photo, &c., to Morris, Walsall.

WEST NORWOOD, S.E.—Assistant required in small Pharmacy, with time for study and class; abstainer preferred. Apply, stating particulars of experience, and enclosing photo if by letter, to Phillips, 193 Knight's Hill, West Norwood.

WESTON-SUPER-MARE.—Wanted, early in October, a Junior, accustomed to Dispensing and Retail Counter. Apply, enclosing photo, and giving full particulars as regards reference, age, height, salary, &c., to Edwin Norman, Pharmacist, 35 High Street, Weston-super-Mare.

WOLVERHAMPTON.—Junior wanted; outdoor; must be quiet, well up in his work, and able to dispense. Also qualified man to manage branch. Apply, stating age, height, salary, reference, and enclose photo to F. A. Willcock, Cash Stores, Victoria Street, Wolverhampton.

WORCESTER.—Outdoor Assistant for the Retail Counter. Apply, with photo, stating age, height, and experience, to E. J. Kitson, The City Drug Stores, Worcester.

A Assistant about 23 or 24 (indoors) for good class business in London suburb (not a store); must be a quick and accurate Dispenser, and have had good business experience. State usual particulars to 261/26, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

COMPETENT Assistant, for Retail and Prescribing; one with knowledge of Surgical and Mechanical Dentistry preferred; able to take charge in absence of Principal. State full particulars and previous experience, age, height, salary required (outdoors), 258/35, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

DISPENSERS.—Wanted, an Assistant Dispenser, at the Manchester Workhouse Infirmary at Crumpsall; salary 35s. a week, which will be subject to such deductions as are required by the Superannuation Act. Applications, stating previous experience and enclosing copies of testimonials must be endorsed "Assistant Dispenser," and sent to the undersigned not later than 2.30 P.M. on Wednesday, the 2nd inst. Candidates must be fully qualified and certificated dispensers.—By order
GEO. MACDONALD, Clerk to the Guardians.
Poor Law Offices, New Bridge Street, Manchester,
14th September, 1897.

DISPENSER wanted, immediately, by firm of Surgeons in North London; quick, neat, accurate sober, and trustworthy; salary £52 a year to start with; outdoors; send no original testimonials nor photos. Reply, "Surgeon," c/o Ayscough, Thompson & Son, 22 Worship Street, Finsbury Square, E.C.

ENERGETIC Managing Assistant, for Branch Store; a gentleman who thoroughly understands his business and can show results will be liberally dealt with; letter only. "Gilbert," c/o Hoy, 16 Queen Victoria Street, E.C.

IMMEDIATELY; qualified Assistant; Stores; experienced. Photo, age, references, Todd, 212 Duke Street, Barrow-in-Furness.

IMMEDIATE.—Wanted, a trustworthy indoor Minor or Junior Assistant; one who has been accustomed to a good-class Retail and Dispensing business; must be well recommended. Apply or address, with full particulars, age, height, salary, reference, and photo (to be returned), to "Hyde," 317 Fulham Road, South Kensington, London, S.W.

JUNIOR or Improver; about 19; indoors; Light Retail and Dispensing. State full particulars, Hearnshaw, Welford Road, Leicester

JUNIOR (qualified), to take first position at second counter; salary (outdoors) £2 a week. Apply, stating age, height, references, and enclose photo, Waud, Cash Chemist, Haymarket, Leicester.

LONDON, S.W.—Immediately, a competent Junior Assistant; qualified; character must bear strict investigation. Apply, with usual particulars, to 263/17, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

MANAGER, with view to Partnership, wanted in an old-established good-class country business; rare opportunity for a good all-round man, about 30 years, accustomed to Agricultural trade and Teeth Extracting. Write to B. (255/27), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.; applications not answered in 7 days may be considered as declined.

MANAGING Assistant (Minor) to work up Light Retail suburban Branch; unfurnished house provided; good hours, salary, and commission; references must bear investigation. Address, "Honourable," 261/4, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

PART-TIME for Cash Retail; £20 a year; indoors; and four hours a day and one evening off weekly; alternate Sunday duty 6 to 10 P.M.; give full particulars; letters not answered in three days declined; also vacancy for Apprentice. "North London" (259/14), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

QUALIFIED Assistant; about 24; indoors. Apply personally, or with full particulars and photo, "Ph. C." c/o S. W. Ord, 3 Hanover Street, Regent Street, W.

REQUIRED, by September 29, Manager (qualified) to work up Branch, near Richmond, on strict Store principles; must be smart salesman, good Prescriber, and obliging to customers; married; unfurnished rooms on premises; progressive salary; character must bear strict investigation. Apply, stating number in family, salary, age, and experience, to 260/38, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

WANTED, a smart, energetic, qualified Assistant, as first Counter-man; liberal salary and commission paid to good man, with prospects of management. Apply, with photograph, stating full particulars, to X. L. (260/13), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

WANTED, a good Assistant, with best of references for honesty and sobriety; a smart counterman for store trade; aged 25 to 30; salary, £2 and furnished bedroom. Apply, 259/15, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

WANTED, Junior Assistant, October 1; about 21; accustomed to quick Retail and Dispensing; three kept. Apply, stating reference, salary, and usual particulars, J. W. Feltwell, Chemist, 91 Hammersmith Road, West Kensington.

WANTED, Junior for Liverpool, accustomed to dispensing; one just out of his time not objected to; ample time for study. Apply, with photo, age, and experience, to "Phenacetin," c/o Evans, Sons & Co., Hanover Street, Liverpool.

WANTED, an energetic qualified Assistant, for Branch, aged 23 to 27, indoors; member of Christian church preferred. Apply, stating age, salary required, giving references, and enclosing photo, to "Exon," c/o Evans, Gadd & Co., Chemists, Exeter.

WANTED, for London suburb, young man to manage Chemist's shop; must be capable and energetic; married and qualified preferred. Apply, 262/8, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

WHOLESALE.

BOOKKEEPER and Assistant Manager wanted by a large wholesale firm for their house in Sydney, N.S.W.; age should not exceed 30; must be a Pharmacist, with knowledge of and experience in double-entry bookkeeping and general correspondence; would be required to take charge in the absence of manager; commencing salary £200; passage paid out. Apply by letter, stating age, experience, and full particulars, to "A," c/o Fox, 60 Fore Street, London, E.C.

HORNCastle.—Vacancy in our Drug Warehouse for respectable young man with Wholesale or Retail experience; state age, experience, wages required (outdoors), and give reference. W. Kemp & Son, Wholesale Druggists, Horncastle.

SITUATIONS OPEN—*cont.*WHOLESALE—*continued.*

LONDON.—Wanted, for a City Drug House, a Representative of good character and experience to Travel in London and Suburbs. Apply, stating full particulars and salary expected, to "Lahoratory" (262/31), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

GIRL PACKERS.—Required, by a London firm of Wholesale Pharmacists, one or two experienced Girls as Packers and Labellers; good wages to first-class hands. Apply by letter, in own handwriting, to 216/9, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

PILL-COATER required by Provincial Drug House; applicants should send samples of work, and state whether used to Machinery; also references, salary required, and when disengaged. Apply "Pills" (257/24), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

TO Chemists and Druggists.—Wanted, a first-rate Salesman, with a view to travelling at home or abroad if required, from 25 to 30 years of age, well educated, of gentlemanly appearance, and good address; one who is qualified and can speak foreign languages will be preferred. Applications, by letter only, enclosing photo (which will be returned), stating age, whether married or single, and with full particulars of previous engagements, to be addressed "Melbourne" (215/6), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C. Applications from parties not furnishing the particulars requested, and not answering the above requirements, will not be responded to.

TRAVELLERS (Great Britain generally).—Arrangements are being made to pay few good men liberal commission to push as a side line amongst Chemists well-known and phenomenally successful Proprietary Article; applicants for particulars should state present line and district covered; this is a good thing and worth looking into; middling men need not write. Replies, strictly confidential, to "Increase," Box 134, Sell's Offices, 167 Fleet Street, E.C.

WANTED, a young man with a fair knowledge of medicine, to Travel, introducing a Proprietary Medicine to the Medical Profession; no previous experience in travelling necessary; must have first-class references. Apply to 262/35, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

WHOLESALE.—Wanted, smart energetic man as Sub-Manager of London Depot; must be good bookkeeper and willing to make himself generally useful. Apply, enclosing carte (to be returned), stating age, references, and salary required, William Hay (Limited), Manufacturing Chemists, Hull.

WHOLESALE.—Wanted, a Junior Assistant, for the Dry Counter (Surgeons' Wholesale); must have had good experience. Reply by letter, stating previous engagements, age, and salary required, to "Home" (218/18), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

SITUATIONS WANTED

1s. for 12 words or less; 6d. for every 6 words beyond.

RETAIL.

LOCUM, or permanent; 32; London or country. Jones, 33 West Square, S.E.

JUNIOR; 19; 4 years' experience; outdoors. A. Mason, 10 Tontine Square, Hanley.

DISPENSER to Doctor; aged 26; good references. A. Z., 26 Mosslea Road, Penge, S.E.

LOCUM; qualified; experienced; disengaged Sept. 27th. "Locum," 37 Fore Street, Totnes.

PART-TIME; outdoors; 24; 5 ft. 9 in.; small salary. Western, Lion Hotel, Seton, Devon.

ASSISTANT; aged 27; outdoors; disengaged September 30. Wilson, 124 High Street, Tonbridge.

QUALIFIED; 25; London and country experience; Extractor. R. T. Jeffs, Lyddington, Uppingham.

PART-TIME; disengaged October 5; aged 21. Brewer, 3 Wellington Terrace, Church Road, Willesden.

SATURDAY Help, and one or two evenings a week; disengaged. "Antipyrine," 82 Crowndale Road.

JUNIOR; 20; 4 years' experience; Liverpool preferred; best references. R., 149 Grove Street, Liverpool.

LOCUM; qualified; disengaged; West End experience. Address, "Loretin," 109 Arthur Street, Chelsea, S.W.

LOCUM, Manager, or Senior; abstainer; experienced; 30; Major qualification. Williams, 33 West Square, S.E.

ENGAGEMENT for evenings required by Minor student; age 22; London only. T. W. Boxall, Cosham, Hants.

JUNIOR; 20; tall; good experience; time for study; London preferred. Roberts, 154 High Road, Chiswick, W.

LONDON; Part-time with Chemist or Surgeon; aged 23; abstainer; outdoors preferred. Burnell, Appledore, Devon.

LOCUM or Dispenser; disengaged October 16; photography; good references. Salol, 75 Penley Grove Street, York.

ASSISTANT; 23; 8 years' experience; unqualified; disengaged. Dobson, Tay Terrace, Broughty Ferry, Scotland.

ASSISTANT; qualified; 23; outdoors; Photographic knowledge; references. Halstead, 52 Nevill Street, Southport.

ASSISTANT; 6 years' first-class Store experience (London); good all-round. J. W., 4 Brimley Street, Harrow Row, W.

LOCUM, or Manager; Midlands; thoroughly reliable. "Loem," 3 Clifton Grove, South Road, Erdington, Birmingham.

MANAGER or Locum-tenens; good all-round experience; Prescriber and Extractor. Banbury, 82 Byron Road, Birmingham.

MANAGER, Branch; qualified; good experience, references; trustworthy and reliable. "Cascarilla," 39 Lant Street, S.E.

WANTED, situation as Junior in good-class Dispensing business. Apply, R. E. Pearce, 1 Lehenvier Villas, Newquay, Cornwall.

DISPENSER to firm of Surgeons; age 24; experienced; excellent testimonials; disengaged. Morris, Emyl House, Carnarvon.

QUALIFIED (29), outdoors, or Branch Manager, with house. 259,3, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

MANAGER (Branch) or Assistant; Extractor; 45; qualified; married. "Chemicus," 43 Leamington Terrace, Tong Road, Leek.

MANAGER of Branch or Assistant; aged 32; good varied experience and Extractor. "Delta," 93 Kirk White Street, Nottingham.

ANALYTICAL Chemist, Ph.D., seeks engagement; thorough knowledge of German, good French. "Analyst," 23 Ladbrooke Square, W.

ASSISTANT; 23; unqualified; Manchester district preferred. 260/25, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

A Senior or Manager; 50; qualified; outdoors; good references and experience. Address, "Cocaine," 13 Harrison Street, Barrow-in-Furness.

LOCUM, open to accept engagements for winter months, one day a week or fortnight, or part of day; good references. C. M., 347 Green Lanes, N.

ASSISTANT; competent; 27; 5 ft. 7 in.; unqualified; references good; outdoors and London preferred. "Reliable," 23 Brompton Road, S.W.

SENIOR or Manager; Minor qualification; good all-round experience. C. E. (262/14), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

ASSISTANT; 7 years' experience; good Counterman, knowledge of Photography, Extractor; good references. Apply, J. S. B., 16 Cedil Square, Margate.

DISENGAGED; permanent or temporary; experienced all-round Assistant; unqualified; 38; single; abstainer. Newman, 20 Chapel Street, Uxbridge.

MINOR (26), 2 years' first-class Paris experience, seeks engagement. "Antipyrine" (260/35), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

MANAGERSHIP, view to purchase; particulars confidential; no agents. "Fides" (262/15), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

LEDS or Liverpool.—Assistant; 24; unqualified; Store trade; good Dispenser and smart Counterman; good references. Duff, Salcombe Villa, New Brompton, Kent.

JUNIOR; 21; disengaged; Store, Photographic, Dispensing experience; whole or part time; Liverpool preferred. Morgan, 18 Normandy Street, Liverpool.

ASSISTANT, with view to succession, in first-class business; Major qualification. "Mona" (261/20), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

LOCUM or Branch-manager; 27; London and Country experience; Extractor, Prescriber; well recommended; abstainer. "Minor," 85 Kingsdown Parade, Bristol.

RETAIL—continued.

LOCUM; qualified; disengaged September 22. "Chemist," 28 Wedmore Gardens, Holloway.

LOCUM or Permanent to Doctor; experienced. "Alpha," 25 Calmington Road, Camberwell, S.E.

MANAGER; temporary; 45; town or country. Baker, 65 Leverton Street, Kentish Town.

LOCUM; disengaged September 24; aged 29; good Extractor. "Extractor," 2 Horton Street, Lewisham.

DISPENSER; Locum or Branch Manager; qualified; experienced; disengaged. W. M., 25 Argyll Street, W.C.

JUNIOR; 22; disengaged; good references; Photography; Midlands preferred. H. E. Flemons, Brockhall Parade, Northampton.

AS Junior, with time for study; 23; 5 ft. 7 in. R. H. E. (262/36), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

ASSISTANT; 23; 7 years' varied experience; references; out or in; disengaged. "Radix," Brook House, Loose, near Maidstone.

MANAGER; capable, energetic, experienced; tall; qualified. "Coca" (262/28), Office of THE CHEMIST AND DRUGGIST, 42 Cannon St., E.C.

JUNIOR, just ent of apprenticeship in first-class house, seeks re-engagement in or near Manchester; aged 18. 246/28, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

COUNTERMAN or Dispenser; 11 years' expericence (18 months first-class London Stores). "Statim" (261/15), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

HIGH-CLASS Drug Stores; as Senior; 35; qualified; outdoors; first-class all-round experience. Address, 262/11, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.O.

QUALIFIED, competent, experienced; photography; permanency; good address; highest references; tall; 28; disengaged. "Acetylene," Wroxham, Glisson Road, Cambridge.

MANAGER; married; no family; good London and country experience; Prescriber and Extractor; registered Dentist; abstainer. M. P. S. c/o Messrs. Evans, Sons & Co., Liverpool.

AMERICA (recently from).—Dispenser; 36; married; Minor qualification, 1885; Oregon 1891; Doctor, Institute, Locum, or Manager or Branch. Didymus, 31 Great Queen Street, W.C.

LOCUM; Manager, or place of responsibility; for permanency; London preferred; qualified; single; disengaged. 259/1, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

ASSISTANT; Hall qualification; over 6 years' experience; abstainer; Photography; disengaged October 4. "Beta" (261/32), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

ASSISTANT; 9 years' experience; accustomed to first-class Retail and Dispensing; well up all round; aged 24; 5 ft. 9 in.; outdoors referred; excellent references. Chas. Lane, Anderson & Virgo, Worcester.

MEDICAL Student desires part-time berth as Dispenser to Chemist or Doctor; mornings or evenings; experienced; excellent references. 257/32, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.O.

AS Manager or other responsible position; qualified; aged 32; 15 years' experience; good references; married; height 5 ft. 10 in. Address, "Kola" (260/19), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

JUNIOR; 6 years' experience; 3 years apprentice with one of largest Drug Store Companies; 1 year Assistant; last 2½ years managed half Branch; abstainer; aged 21½ years; good address; agreeable manner; active, industrious. C. A. M., 7 Bayswater Crescent, Roundhay Road, Leeds.

DHARMACIEN in business in France (Dinard) seeks situation during the winter months with the object of familiarising himself with the English language and Pharmaceutical routine. Would give his services for some months without salary in consideration of board and lodging. Address, "Continental," c/o F. Newbery & Sons, 1 and 3 King Edward Street, E.C.

WHOLESALE.

AS Invoice, &c., in Wholesale house; 6 years' experience. Leonard (259/24), Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

RAVELLER; Drugs, Sundries; London; good connection and references; of good appearance and address. "Statim," 29 Ifield Road, S.W.

DONDON, N.—Wet or Dry Counter.—Chemist's Assistant, 5 years' experience, desires situation as above; aged 20. Bolton, Chase Side, Ruthgate, N.

RAVELLER, Drugs, Sundries; London, Midland, South Coast connection; excellent references. Pearson, 35 Gillingham Street, Croydon, S.W.

SUNDRIES, Perfumery, &c.—Buyer for good house; thorough knowledge; good experience and references. "Ropes," 55 High Street, Collier's Wood, S.W.

YOUNG man (21) desires a permanent engagement in good house (London preferred), Wet or Dry Counter; 3½ years' varied experience; good references. 258/17, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

TRAVELLER to Druggist, or similar post; qualified medical man (M.R.C.S., &c.); 26; has done Assistant and Locum work; disengaged in October; references, including present employer. Address, D. 1 Offord Terrace, Offord Road, N.

SOUTH AFRICA.—Unqualified Assistant, 5 years' experience in a first-class Retail business, seeks situation in South Africa or India, either Wholesale or Retail. Address, 262 5, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

GENTLEMAN requires situation in Wholesale, as Representative or otherwise, in good London house; 8 years' first-class West-end Retail experience; well up in up-to-date Pharmacy. "Minor" (259/19) Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

SUNDRIES and Surgical Instruments; advertiser, late buyer for above department in London Wholesale house, seeks re-engagement in same or other capacity: first-class references. Address, 261/27, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

TRAVELLER, with connection amongst Chemists including all the best, in the Northern Counties, seeks re-engagement in Drugs, Sundries, or Specialities; trained to the Drug trade; thoroughly steady and reliable; excellent references; full particulars freely. 261/14, Office of THE CHEMIST AND DRUGGIST, 42 Cannon Street, E.C.

MISCELLANEOUS.

Special charges are made for Advertisements under this heading, which can be obtained on application.

WANTED, Buyers for a few tons of Pure English Filtered Cod-liver Oil; will sell small or large quantities. Address, Isaac Spencer & Co., Cod-liver Oil Extractors and Refiners, Hull.

To be Sold, a large assortment of Chemist's Fittings, new and second-hand, comprising Wall-cases, Counter-cases, Ranges of Drawers, Counters, Window Enclosures, &c.; shops fitted in all parts of the country; write for testimonials. E. W. Edwards, Medical Fitter, Scotland Place, Liverpool.

CHEMISTS' Shop-fixtures.—Ranges mahogany drawers, with bevelled-edge glass labels and cut-glass knobs, shelving above, lockers below; mahogany dispensing-screens; counters with glass-case fronts; wall-cases; bent-front and flat-top counter-cases; counter-desks; tooth-brush cases; complete shop-rounds, &c.; every requisite for Chemists, new and second-hand; extensive stock to select from, at extremely low prices; practical men sent to all parts; estimates free. Matthews, Chemists' Fitter, 14 Manchester Street, Liverpool.

MAHOGANY Side Fitting, 12 ft. long, drawers, shelves, &c., £13: 6 ft. Dispensing-screen, plate-glass, £6 10s.; Counters, mahogany top, 7s. 6d. foot run; deal-stained top, 5s.; ebonised bent-plate case, 7s. 8in. long, 40s.; 30-in. bent case, 15s.; counter-drawers, 2 ft. nest, 6 drawers, 25s.; white-metal counter-case, 5 ft. long, 90s.; upright metal dental case, 40s.; plate-glass shelves for window, about 5 in. wide, 3d. per foot run; outside shop spring-blinds, 7s. 6d. per foot run; window-fittings and plate-glass shelves. Treble, Complete Shopfitters, Rectory Works, Jeuner Road, Stoke Newington, London, N.

SECOND-HAND Chemists' Fittings.—8 ft. run of drug-drawers, glass labels and knobs, with mahogany-faced shelving, £4 15s.; massive panelled-fronted counter, mahogany top, 50s.; plate-glass dispensing-screen, 70s.; mahogany desk, with screen, 25s.; shop-rounds, gold labelled, 5s. per dozen; panelled-fronted counter, with stained-mahogany top, 7 ft. long, 30s.; pair of handsome specie-jars, on massive mahogany stands, 95s.; smaller do., 65s.; and large assortment of complete ranges of wall-fittings, counters, wall-cases, counter-cases, perfume-cases, scales and weights, carboys, bottles, vng. jars, &c., &c., at specially low figures. Philip Josephs, 54 Old Street, City Road, London, E.C.

NOTE.—Business entirely Closed Monday and Tuesday, September 27 and 28. Re-open as usual September 29.

CUCUMBER AND GLYCERINE.

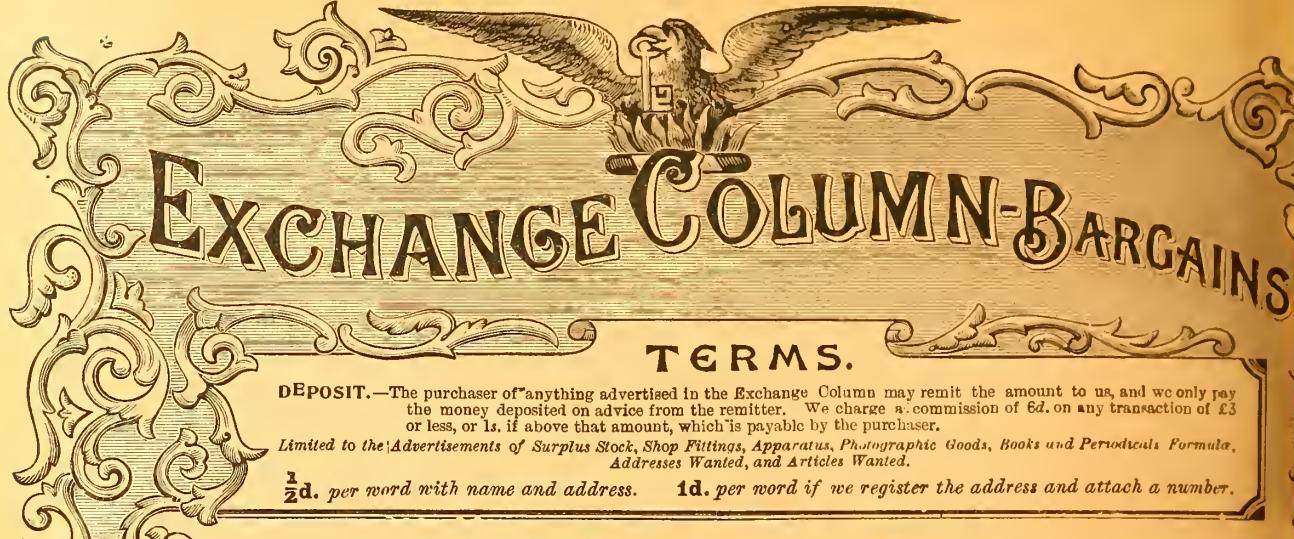
ROUSE'S Cucumber Paste is the best for preparing Cucumber Emulsion. Formulae and labels free with each jar; ½ lb. (for 3 lbs. emulsion), 2s. 3d.; 1 lb., 4s. 3d.; 7 lbs., 25s., post free. Rouse, 61 Charlotte Street, London, W.

N.B.—Cucumbers actually enter into the composition of this article.

J. GINSBERG'S SPECIALITIES
And FRENCH QUININE PESSARIES in long Red Boxes.

Labelled, Cheap Line, and Reliable. Importer and Agent for B. TABINGS' (of Paris) LATEST NOVELTIES IN RELIABLE SILK RUBBER GOODS. The BEST and CHEAPEST in the TRADE. Samples and a New Price-list sent post free to all parts of the Continent, Colonies, and Abroad.

117 CHURCH STREET, STOKE NEWINGTON, LONDON, N.



EXCHANGE COLUMN-BARGAINS

TERMS.

DEPOSIT.—The purchaser of anything advertised in the Exchange Column may remit the amount to us, and we only pay the money deposited on advice from the remitter. We charge a commission of 6d. on any transaction of £3 or less, or 1s. if above that amount, which is payable by the purchaser.

Limited to the Advertisements of Surplus Stock, Shop Fittings, Apparatus, Photographic Goods, Books and Periodicals, Formulae, Addresses Wanted, and Articles Wanted.

1 1/2d. per word with name and address. **1d.** per word if we register the address and attach a number.

No Advertisement Inserted for less than **6d.**

APPARATUS.

Chemical apparatus, complete school set; what offers? DUBLIN, 23 Chester Street, Kennington.

BOOKS AND PERIODICALS.

Attfield's "Chemistry," 10s.; "Art of Dispensing," "Veterinary Counter Practice," 2s. 6d. each. GUY, 9 Willow Bank, Beeston, Notts.

DRUGS AND CHEMICALS.

Offers wanted.—2 25-oz. bottles Macfarlane's morph. hydrochlor. GRIMBLE & KENT, Boston.

90 Winchesters oil of vitriol; what offers, to fetch away, Notting Hill, W. 262/26, Office of the C. & D.

OPTICAL AND PHOTOGRAPHIC.

McKellan's "Infallible" hand-camera, cyclists' pattern, list price £2 2s., price 25s. ELLIOTT, Chemist, Southport.

Three boxes Ilford ordinary, 3 chromatic $\frac{1}{2}$ plates, new this summer; what offers? ELLIOTT, Chemist, Southport.

Nearly new 5 by 4 Ko-Jak, in perfect order; contains 30 unused films; leather outer case and strap; listed £10 17s. 6d., take £5 10s. WELCH, 54 Astbury Road, London, S.E.

Marion's bromide-lamps, bromide-opals, plate-racks, boxes, Ilford $\frac{1}{2}$, $\frac{3}{4}$ plates, roller-squeegees, cutting-shapes; no offer refused. WISHART, 45 Northampton Road, Market Harborough.

Photographic mounts, cartes, from 4s.; cabinets, 12s.; 1,000 G.B.E. cartes, 12s.; cabinets, 22s. 6d.; 10 by 8 chocolate Oxford lines, 27s. 6d.; 100 plate-sunk mounts, white on grey and cream on white, 8 by 6, 4s.; 10 by 8, 4s. 6d.; 12 by 10, 6s.; 16 by 12, 10s.; 18 by 14, 16s.; 20 by 16, 18s.; 25 by 19, 24s. 100. PECK, East Dereham, Norfolk.

PROPRIETARY ARTICLES.

Surplus stock at half face-price; 4s. 6d. size Congreve's elixir, Crosby's elixir, Kepler's malt, hydrolene, morrhual; large size Yunnin, Dinneford's, Dredge's; silver top onion smelling; half cost. 262/1, Office of the C. & D.

SHOP FITTINGS.

£1.—2 4-gall. carboys, with mahogany stands. LANGHAM, 72 Exeter Street, Salisbury.

Druggist's fittings for sale.—Owing to refitting, the shop-bottles, shop-ointment-jars, and handsome walnut shop-fittings at McMILLAN'S, Buckingham Buildings, Hillhead, Glasgow, are for sale. Offers for whole or part now received.

MISCELLANEOUS.

Fourteen packets No. 2 Southall's knapkenettes at 1s.; Maw's large bell-bath, 8s. 6d. 259 28, Office of the C. & D.

Cyclo luggage or camera carrier, to fix on front pillar of bicycle, as new, cost 7s. 6d., price 4s. ELLIOTT, Chemist, Southport.

Soda-water Trolley; a boy of eight can easily convey 3 dozen syphons and cases any distance; 35s., carriage paid. ARTHUR & CO., Cambridge.

Bottles, small, for 2d. perfumes, attractive shape and very cheap; also cork and cardboard cases; genuine bargains. COOPER'S, 24 Greek Street, London, W.

What offers for Bennett & Shears' Auto still, fitted with gauge-tube to boiler? also about 2 doz. 1-gall. upright store-bottles, gold-labelled. PEARCE, Chemist, Dorchester.

Gallon tincture-press (Maw's), iron mortar and pestle (No. 13), counter-scales and weights, about 1 lb. each fol. buchu, hyos, bellad., rass, gualaci, sassifras, rad. sarsse, gnm. ammon., and a few others; any reasonable price to clear. C., 151 Hoxton Street, London, N.

WANTED.

Swift's specific (dry). SANDERSON & CO., 93 F'shergate, Preston.

Green's "Botany," vols i. and ii.; state price, latest edition. WOOTTON, Lnton.

Two good shop-chairs and set of dental instruments. WHITE, 430 Mile End Road, E.

First series, "Readings for Sunday and Holy Days." State price to 15/15, Office of the C. & D.

Tripoli in powd'r; large quantities. Importers write to "Tripo" (260/6), Office of the C. & D.

To purchase or hire, moving models suitable for windows. DOWNING, Chemist, Launceston.

Check-till, with coin-exhibitor; O'Brien's or other make. WALKER, West Kirby, Liverpool.

4-lb. or 7-lb. Bracher's Desideratum mixer, cheap, good order. ROGERS, Chemist, Wallasey Village.

Kneading and mixing machine and piping-press, with plate, for 3 gr. pills. MACKANESS, 347 Green Lanes, N.

Soda-water machine, for use with liquefied gas. Full particulars and lowest price to 258/29, Office of the C. & D.

Attfield's "Chemistry," Southall's "Materia Medica," "Selecta & Prescriptis," latest editions. WHITE, 290 Euston Road, N.W.

Surplus stocks saleable patents, in good condition, antipyrin and other drugs. Lowest net prices, carriage paid, to ROGERS, Chemist, Wallasey Village.

TO ALL CHEMISTS EVERYWHERE.

Whilst respectfully inviting the attention of the Trade to the subjoined notices of our Exhibit at the recent Chemists' Exhibition, it may not be inappropriate for us to explain our intention in sending ONLY Druggists' Sundries and Surgical Instruments, and this intent was to give palpable proof to every onlooker that the supply of finest quality goods is not confined to any one house, and that we challenged comparison with all comers.

It is not our wont to "vaunt ourselves unduly," but we will make bold to say that every Chemist who regards quality when studying prices will do himself no injustice by affording us an opportunity of competing for any goods he may require in our line.

Respectfully,

LYNCH & CO., LIMITED.

NOTICES.

From THE BRITISH AND COLONIAL DRUGGIST, 27th August, 1897, Vol. xxxii, No. 9.

LYNCH & CO., LIMITED, Aldersgate Street, London, E.C.

This was a remarkably varied exhibit, comprising so many articles for different uses that it is impossible to more than describe a few of the principal ones and give a general idea of the arrangement of the stand. The most conspicuous part of the exhibit on one side was a large flat glass case, part of which was taken up by a fine display of silver-mounted goods, the monetary value of which is represented by some £200. Among these, toilet bottles in all shapes, flasks, hair and hat brushes, hand mirrors, dressing-table trays, shoe "horns," button hooks, and even a silver-mounted feeding bottle were included. Another part of the flat case contained xylonite goods, mostly of the tooth-brush class. A third part of the same case contained midwifery forceps, and as a conspicuous item an elegantly finished suppository mould (which turned out the suppositories in torpedo shape), and uterine dilators. At one end of the flat case was an upright one, containing sterilisable cases of instruments—such, for instance, as those containing anti-toxin syringes, and others which are used for operations in which asepticism is an important condition. On the outside of this case a crocodile case of instruments attracted much attention. The top of the flat case was sprinkled with a large assortment of powder boxes, feeding cups, cut-glass bottles, sprays, manicure instruments, dental forceps, chatelaines, nurses' wallets, and so forth. As side items there was noticeable a very cheap line in maximum and minimum thermometers, and very simple and convenient forms of dispensing scales and barometers. Under the foot of the stand stock lines of feeding bottles, narrow and wide-mouthed stoppered bottles, ordinary dispensing bottles, and such goods of every-day utility were collected.

Turning to the other side of the stand, puffs in cases, bath gloves, pill machines, trusses, and enemas were the leading lines, whilst, projecting from the recess beneath, mortars, funnels, and evaporating basins had a place. To be seen from both sides—and therefore the least ugly item in the exhibit—was a glass catheter receptacle, in which the catheters hung suspended from the cover, being fitted into holes suitable to each size, and being sterilised by the vapour rising from any volatile antiseptic placed at the bottom of the vessel. Scattered about the stand were three or four eminently workable and cheap forms of medical batteries.

Such are the main features of an exhibit which was completed by a very comprehensive collection of all the articles appertaining to the druggists' sundry business, and was remarkably up-to-date in the matter of price and design of goods.

Mr. H. Winter had charge of this stand, and along with him Mr. Jackson, country representative of the firm for 25 years, and Mr. Paddon, the town representative, looked after customers.

From THE CHEMIST AND DRUGGIST, 21st August, p. 905, Vol. ii.

Lynch & Co. (Limited) have a position close to the entrance, which they have utilised well for a varied display of druggists' sundries, specialties, and toilet-requisites. £200 worth of silver toilet goods (hair-brushes, mirrors, &c.) is one item, and chaste goods they are. Next we observed a selection of barometers and thermometers, an elegant £20 dressing-bag for a lady, a beautiful basket of grapes made of a naphthalene compound (this for disinfestation). Lynch's safety enema (still taking well and liked by medical men), camphor ice (2s. a dozen), a line of shaving-mugs, perfumes, 6d and 1s., with sprinklers, and many other articles, saleable and usable, which druggists want. The wealth of the exhibit really induces the brevity of our description of it, and we may say that those who have not seen the goods may at any time see them in the firm's showrooms.

INJUNCTION GRANTED

In the High Court of Justice,

CHANCERY DIVISION,

MR. JUSTICE NORTH,

Friday, 16th July, 1897.

**CLARKE'S "PYRAMID" & "FAIRY" LIGHT
COMPANY, LIMITED** (*Plaintiffs*),

v.

CHARLES VIVIAN WOOD (*Defendant*).

"This Court doth order and adjudge that the Defendant, Charles Vivian Wood, his servants and agents, be perpetually restrained from in any way infringing the Plaintiffs' Registered Trade Mark No. 44537, and from selling or offering or exposing or advertising for sale, or procuring to be sold, any lamps not of the manufacture or merchandise of the Plaintiffs under the name 'Fairy Lamps,' or under any other name which by reason of colourable imitation or otherwise is calculated to represent or lead to the belief that such lamps are lamps of the Plaintiffs' manufacture or merchandise, and from passing off, or enabling or assisting others to pass off, any such lamps as aforesaid as or for lamps of the Plaintiffs' manufacture or merchandise."

WILSON, BRISTOWS & CARPMAEL,

1 COPTHALL BUILDINGS, E.C.,

Solicitors for the Plaintiffs.

Miscible Extracts

“OTHNIEL” Brand (Registered),

FOR THE MANUFACTURE OF THE CORRESPONDING WINES.

Quinine & Coca Extract

(“OTHNIEL”).

Four fluid ounces to the gallon of either Sherry or Orange Wine forms a QUININE AND COCA WINE, combining the tonic and restorative properties of both these medicines.

The Wine so prepared contains the full percentage of Quinine directed by the P.B.,

and may be sold without a Licence.

Price 7/- per lb., or Special in Quantity.

~~~~~

Other Miscible Extracts for Wines are as follows:

**Coca, Kola, Hops,  
Cinchona, Ginger, &c.**

Upon application we shall be pleased to forward complete List of various new Medicated Wines, and our other well-known Specialities.

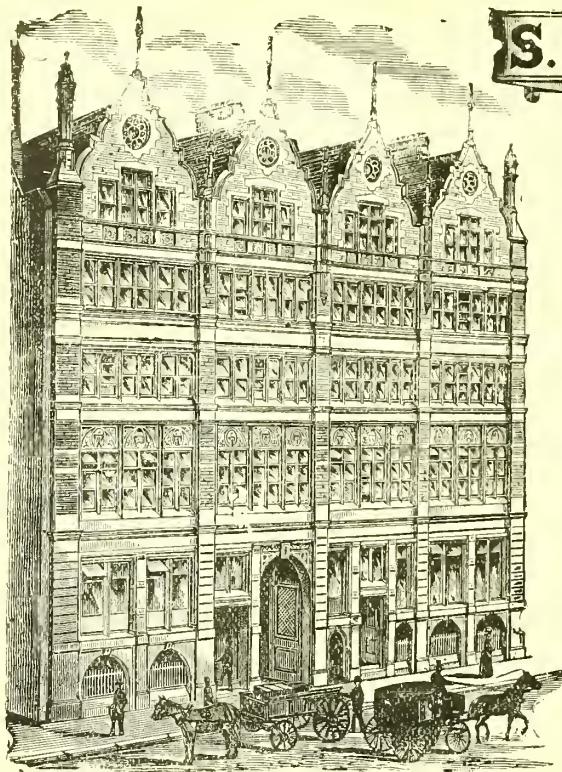
**H. E. Stevenson & Co.**

130 Southwark Street, London.



One of the Founders of the late Firm  
of Fletcher, Fletcher & Stevenson.





S. MAW

SON &

THOMPSON



QUARTERLY  
Price Current  
AND  
BOOK OF ILLUSTRATIONS  
CONTAINING NEARLY  
**5,000 ENGRAVINGS**  
OF  
SURGEONS' INSTRUMENTS  
AND  
**DRUGGISTS' SUNDRIES**  
OF ALL KINDS

MAY BE HAD ON APPLICATION ENCLOSING BUSINESS CARD.

Forwarded Post Free to all parts of the World.

**S. MAW, SON & THOMPSON**

7 to 12 ALDERSGATE STREET, LONDON, E.C.

S. MAW, SON & THOMPSON'S  
CHEST PROTECTORS

FOR FULL PARTICULARS, SEE  
MAW'S QUARTERLY PRICE-CURRENT.  
PAGE 52

S. MAW, SON & THOMPSON'S

**LINT** **LINT**

FOR FULL PARTICULARS, SEE  
MAW'S QUARTERLY PRICE-CURRENT.  
PAGE 61

S. MAW, SON & THOMPSON'S  
EARTHENWARE INHALERS

FOR FULL PARTICULARS, SEE  
MAW'S QUARTERLY PRICE-CURRENT.  
PAGE 59

S. MAW, SON & THOMPSON'S

**BED PANS**

FOR FULL PARTICULARS, SEE  
(MAW'S)  
QUARTERLY PRICE-CURRENT,  
PAGE 44.

S. MAW, SON & THOMPSON'S  
CELESTINE CAPSULES

FOR FULL PARTICULARS, SEE  
MAW'S QUARTERLY PRICE-CURRENT.—Page 52.

S. MAW, SON & THOMPSON'S

**MENTHOL CONES**

FOR FULL PARTICULARS, SEE  
MAW'S QUARTERLY PRICE-CURRENT.  
PAGE 62.

# ‘Advertising You Can Afford To Do.’

SECURE FIRST IN YOUR LOCALITY

THE NEW WINDOW DISPLAY OF

# ‘Frog in your Throat’

This Season's Displays are a great advance in style, tone, and attractive (and thus advertising) force on all previous ones. They are fitted for a place in the window of the highest-class Pharmacy, and yet are stronger in advertising force than ever. A “Frog” show was a good thing from the first, but three years' evolution has made it by now the very finest advertisement a Retail Chemist can find.

## CHEMISTS WHO HAVE HAD SHOWS,

*In scores of cases, have written us enthusiastically commendatory letters—e.g.,*

**Messrs. HOYTE & SON, 17 Lower Sackville Street, Dublin,** write on Sept. 9, 1897:—

“We consider the ‘Frog’ window you gave us in the early part of this year a great success. At first, being rather old-fashioned, we were not inclined to take it up, but afterwards were glad that you overcame our prejudices, and from our experience we can now state that we consider your method of advertising your article most original and successful. The sale of the ‘Frog’ far exceeded our expectations, and brought a good many people to our place, some of whom no doubt became permanent customers. You kept strictly to your engagements with us, and we shall be glad to have another display.”

[Messrs. HOYTE & SON sold out their first 5 gross and ordered a second 5 gross inside a month—i.e., before payment for first lot was due.]

**Mr. J. J. THOMAS, 99 High Street, Notting Hill,** writes, Aug. 1897:—

“I am very much pleased to say that the ‘Frog’ has permanently established itself as one of the leading Cough Cures. Although it is now almost a year since I had the

‘Frog’ display in my window—which at the time created quite a ‘furore’ in the neighbourhood, and advertised my establishment more effectually than many pounds I had spent in printers’ ink—I can safely say that with me the sale of ‘Frog’ even now equals that of all other Cough specialities put together. I intend to make the ‘Frog’ jump still farther next season.”

**Mr. M. F. THOMPSON, 17 Gordon Street, Glasgow,** wrote, Sept. 8, 1897:—

“Have you any fresh attraction for the coming season? If so, shall be glad to know all particulars. I found the ‘Frog’ show very attractive and the sales very good. I certainly think it the most effective way of advertising I have ever seen.”

**THE COUNTY CO-OPERATIVE DRUG CO., 389 High Street, Cheltenham,** writing Sept. 7, 1897, remark:—

“Every time we make the display it adds a stimulus to business. The lozenge pays us well, and sells other goods.”

## ORDERS ARE NOW BEING BOOKED FOR COMING SEASON.

A “Frog” display sells large quantities of our 33½ per cent. profit goods, and helps you to sell more of everything else that you handle.

*Good Shows sent with 1, 2 and 3 gross lots. Finest Full Display, with Clockwork Moving Model, with 5 gross lots.*

## ALTERATION IN TERMS.

For the future the Terms and Price of “Frog in your Throat” will be:—Invoice, £3 3s. per gross. Discount, 5 per cent. at 1 month; 2½ at 2 months; 3 months strictly net.

**MAKERS AND PROPRIETORS—HANCE BROTHERS & WHITE, PHILADELPHIA, U.S.A.**

ALL ORDERS AND ENQUIRIES TO

**J. E. GARRATT,** European and British Colonial Agent, **120½ SOUTHWARK ST., S.E.**



THE GREAT AND MARVELLOUS  
**INSECT DESTROYER.**

Entirely different from any other Beetle or Flea Powder.

"VIKO" will kill Cock-roaches.

"VIKO" will kill Moths

"VIKO" will kill Fleas.

"VIKO" will kill Bugs.

"VIKO" will kill Mosquitoes.

"VIKO" will kill Ants

"VIKO" will kill all Insects.

"VIKO" will not kill Dogs.

"VIKO" will not kill Cats.



REGISTERED.  
**Sold in 3d., 6d., & 1s. Tins.**

SOLE PROPRIETORS—

**TUNBRIDGE & WRIGHT, READING.**

Manufacturers of the "World-Famed FLY CEMETERY."

TO PREVENT DISAPPOINTMENT, ORDER EARLY.

The World Famous Sticky Fly Paper.

**'THE FLY CEMETERY'**  
FREE FROM POISON.

The Original and by far the Best Sticky Fly Paper in the Market.

**Annual Sale—MILLIONS.**

BEWARE  
OF THE MANY  
SPURIOUS  
IMITATIONS  
IN  
THE MARKET.



STOCK  
A FLY PAPER  
THAT WILL GIVE  
SATISFACTION  
TO YOUR  
CUSTOMERS.

Terms, &c., from

**TUNBRIDGE & WRIGHT, READING.**

North of England Depot—4 Gallowgate, Newcastle-on-Tyne.

French Agency—34 Rue St. Martin, Cognac.

**IMPORTANT NOTICE.**—If any of our customers have any over year's stock of our Fly Cemeteries on hand, we shall be pleased to exchange same for fresh goods free of cost.

TELEGRAMS—"FLIES READING."

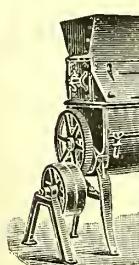
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Bristol Road, GLOUCESTER,  
Sept. 1897.  
GENTLEMEN,—We shall have a large exhibit of our  
**PATENT**  
**'RAPID' SIFTERS & MIXERS**

at Bay 4 (Ground Floor),

Bakers' Show, September 16th to 23rd,  
Agricultural Hall, Islington, London, N.



Over 800 are now at work, and they are admitted to be the best for every kind of Powder Sifting and Mixing, and as many new and novel designs will be exhibited, we venture to think an inspection would repay you. If unable to call, write for our New (No. 11) Catalogues, or we shall be pleased to

to wait upon London Clients any morning by appointment.

**SPECIALITY:**

POWDER SIFTING & BLENDING MACHINES  
FOR LARGE OR SMALL USERS.

**WM. GARDNER & SONS,**  
Engineers.

Attendance at the Hall daily 1 to 10 p.m.

5/- per gross, Carriage Paid. Cash must accompany order.

Samples free, CHRISTY STRONG, READING.

# NORTHERN COLLEGE OF PHARMACY, 100 Burlington St., MANCHESTER.

PRINCIPAL—MR. GEO. CLAYTON, Ph.C., F.C.S.  
ASSISTED BY MR. F. LAWSON, Ph.C.

At the July Examinations **Twelve Gentlemen** passed from the "NORTHERN" including Three Majors.

The Course of **Full-Time Classes** commenced on **August 26th**.

The **Afternoon Course** on **August 31st**.

The **Evening Course** on **September 1st**.

The Short Course for **October Examination** commenced on **August 20th**.

PROSPECTUS POSTED TO ANY ADDRESS.

## GLASGOW AND WEST OF SCOTLAND SCHOOL OF PHARMACY

157 ST. VINCENT STREET, GLASGOW.

TEACHERS { T. MACKENZIE, Ph.C.  
T. F. BARBOUR, F.I.C.  
A. M. FERGUSON, M.A.

*Tutorial Classes for the October Exams. commenced on August 17th. Full Courses on October 5th.*

Prospectus, advice, fees, &c., sent on application

### PASS LIST.

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| April Minor | General Pass, 28 | Ours, 57 per cent. |
| July Minor  | 39               | 71                 |

PUBLISHED BY  
**J. & A. CHURCHILL.**

Now ready, Sec 2nd Edition, enlarged, cloth, 5s ; leather, 6s. 6d.

**THE ANALYST'S LABORATORY COMPANION :** A Collection of Tables and Data for the Use of Public and General Analysts, Agricultural, Brewers', and Works' Chemists, and Students. By ALFRED E. JOHNSON, A.R.C.S.I., F.I.C.

Now Ready, Vol. II., Parts I. to V., price 2s. 6d. each.

**FRESENIUS' QUANTITATIVE ANALYSIS** Translated by CHARLES E. GROVES, F.R.S.

Now ready, with 2 Plates and 143 Woodcuts, crown 8vo, 10s.

**A MANUAL OF CHEMISTRY.** By WILLIAM TILDEN, D.Sc., F.R.S., Professor of Chemistry in the Royal College of Science, London; Examiner in Chemistry to the Department of Science and Art.

**Prof. FRANK CLOWES and Prof. J. B. COLEMAN'S**

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For Colleges, Organised Science Schools,  
and Schools generally.

**PRACTICAL CHEMISTRY and QUALITATIVE ANALYSIS.** Sixth Edition. 8s. 6d.

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**ELEMENTARY QUANTITATIVE ANALYSIS.** 4s. 6d.

**London : J. & A. CHURCHILL,**  
**7 GREAT MARLBOROUGH STREET.**

10

# THE MANCHESTER COLLEGE OF PHARMACY, 225A & 227A OXFORD STREET, MANCHESTER.

Director—MR. CHARLES TURNER, F.C.S.  
Pharmaceutical Chemist.

THE NEXT COURSE OF WORK will begin on SEPTEMBER 27th, and will include Classes and Lectures for the January and April Minor and Major Examinations. All the Subjects will be covered thoroughly twice before January, and four times before April, so that Students who MEAN BUSINESS and come here with the intention of Working, will have every opportunity afforded them of spending their time to the best advantage—all modern requirements being provided, and individual attention given to each student.

The Afternoon and Evening Classes are at work, and are very useful to Local Students.

Full Particulars will be sent Post Free on application.

## THE NORTH OF ENGLAND SCHOOL OF CHEMISTRY & PHARMACY, 55 NORTHUMBERLAND STREET, NEWCASTLE-UPON-TYNE.

Full-time, Part-time, and Evening Classes for all the Pharmaceutical Examinations.

### ENLARGED AND RE-MODELLED.

Most Thoroughly Equipped and Up-to-Date in every way.

**FEE MODERATE & INCLUSIVE.**

**MOST SUCCESSFUL.**

**SCHOOL RE-OPENED ON AUGUST 16th.**  
Benches may now be engaged for October and January Examinations.

**MR. GEORGE F. MERSON, F.C.S., Principal.**

## EXETER SCHOOL OF PHARMACY

AT THE

Exeter Technical and University Extension College.

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| Principal           | ... | ... | ... | ... | ... | A. W. CLAYDEN, M.A. |
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| Pharmacy and Botany | ... | ... | ... | ... | ... | A. H. WARE, M.P.S.  |

Full instruction in all subjects required for the Minor Examination of the Pharmaceutical Society.

The Session commences in the first week of October, and terminates at the end of June.

**INCLUSIVE FEE. £10 10s.**

The above fee is for full-time work during the whole Session, but arrangements may be made enabling Advanced Students to join at any time for a reduced fee.

**EVENING CLASSES**—These are more especially suitable for students residing in or near Exeter.

For Prospectus and Particulars, apply to the Secretary of the College at the Albert Memorial Museum, Exeter.

**South-West London Polytechnic, Manresa Road, Chelsea, S.W.**

Principal—H. TOMLINSON, Esq., B.A., F.R.S.

Professor—J. B. COLEMAN, Esq., A.R.C.S., F.I.C.

### EVENING CHEMISTRY LECTURES.

A course of about 30 experimental Lectures on Chemistry, suitable for candidates for the Minor Examination of the Pharmaceutical Examination, will be given on Wednesday Evenings at 8.30 p.m., commencing Sept. 30th.

The Laboratory will re-open on Tuesday, Thursday, and Friday Evenings, commencing Sept. 29th. Instruction will be given in Qualitative and Volumetric Analysis, suitable for both the Minor and Major Examination.

**FEES:**—Lectures, 6/-; Practical Work, one evening per week, 9/-; Lectures and one evening Practical Work combined, 10/-.

## CITY OF LONDON COLLEGE,

WHITE STREET, MOORFIELDS, E.C.

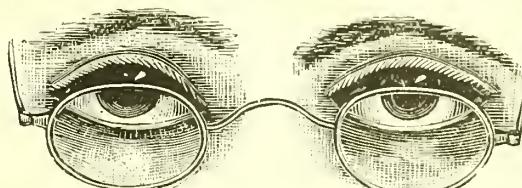
MICHAELMAS TERM commences September 27th.  
Evening Classes in Chemistry, Botany, Geology, Biology and all Science Subjects.

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16/- per doz.

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24/- per doz.

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48/- "

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We make above Thermometers Centigrade Scale to order at the same prices Show Cards, to hold half-a-dozen, supplied gratis with orders. We beg to caution our customers against foreign imitations of our goods.

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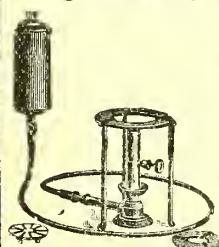
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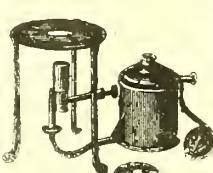
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Made of Tinned Iron, Cop-  
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DIRECT ATTENTION TO THEIR

# ALMANACKS & CALENDARS

For 1898.

SAMPLES AND PRICES ON APPLICATION.

See "C. & D." for September 4th, page 428.

WRITE FOR SAMPLES AND PRICES OF OUR

PICTORIAL & ORDINARY COUNTER BILLS  
ON WHITE AND COLOURED PAPERS.

# FOLDING CARDBOARD BOXES

PLAIN, OR PRINTED IN CHOICE DESIGNS FOR PUTTING UP SPECIALTIES.

Price Lists, Pamphlets, Circulars, Billheads, Memorandums, Cards, and all kinds of Printing and Stationery required by Chemists, at most Moderate Prices.

# A DRUG STORE MAN'S EXPERIENCE.

HE SAYS:—

"Of other advertising, the Price List is the most popular. Hand-bills are thrown away unread, but a Price List is often kept—and perused. Properly worked, these Lists cost next to nothing, a few good advertisements, easily obtained, paying nearly or quite the whole cost."

—Vide C. & D., January 2, 1897.

# HARRISON & WAIDE

The Leading Store List Publishers,

KIRKSTALL ROAD, LEEDS,  
Will be pleased to send Samples, Prices,  
and Information on receipt of  
Three Stamps'



10,000 Handbills 17/6 9 x 6½  
10,000 " 11/- 7½ x 5

ALL OTHERS EQUALLY LOW.

FULL VALUE IN ALL LINES.

Send for Estimates before ordering elsewhere.

## IMPORTANT NOTICE TO STORES & CHEMISTS.

We shall be happy to advertise in any high-class List or Almanack if particulars are sent as to number circulated per month or year, position vacant, price, &c.; also copy of last issue; also will send Show Card or Dummies on receipt of name and address.

A. ROWLAND & SONS 20 Hatton Garden, LONDON.

# HALL'S WINE **SELLS READILY.**

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## PROTECTED PROFIT 25%

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Advertising matter free upon application  
to the proprietors—

**STEPHEN SMITH & CO.**  
(LIMITED).

BOW, LONDON.

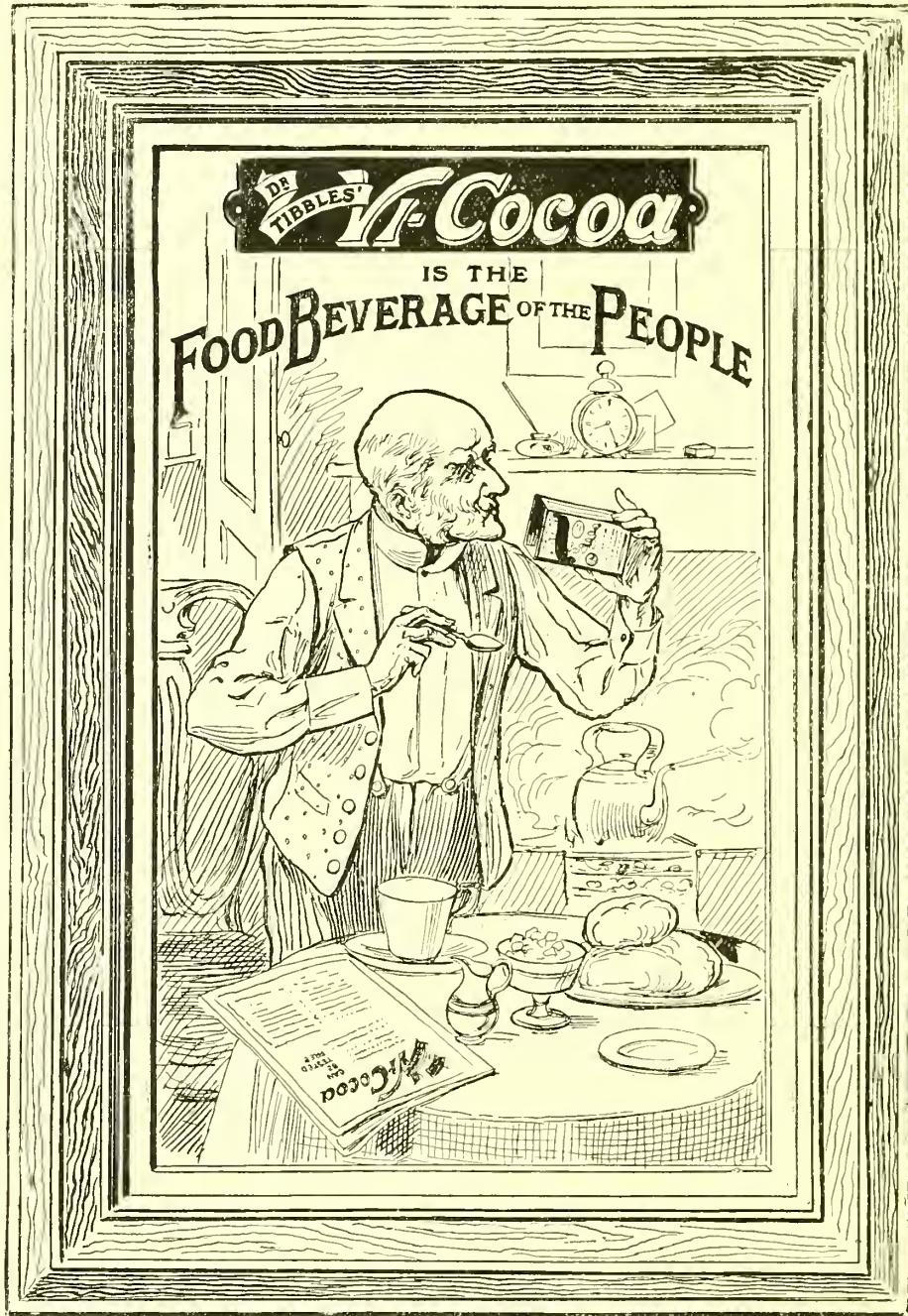
## Reduced fac-simile of Offer No. 2.

(See Special Winter Advertising Offer, now being posted to Customers.)

## FREE ADVERTISING IN LOCAL NEWSPAPERS.

Write for particulars (a postcard will do),

Dr. TIBBLES' VI-COCOA, Ltd., 60, 61, and 62 BUNHILL ROW, LONDON, E.C.



The original of this engraving (size  $13\frac{1}{2}$  by 19) is a beautiful specimen of Chromo-lithography, in twelve colours, elegantly framed, and worthy of being given a good position in any establishment.



Available until October 1st, 1897.

[4]

## FREE ADVERTISING IN LOCAL NEWSPAPERS.

Write for particulars (a postcard will do),

Dr. TIBBLES' VI-COCOA, Ltd., 60, 61, and 62 BUNHILL ROW, LONDON, E.C.

Write for Special Winter Advertising Offer, available until October 1st, 1897.



# DR. TIBBLES VI-Cocoa

## The Wholesale Price.

RETAIL PRICE.

|                                  |     | PER DOZEN. |
|----------------------------------|-----|------------|
| 6d. Packets (Two Dozen in a box) | ... | 5/-        |
| 9d. Tins (Two Dozen in a box)    | ... | 7/6        |
| 1/6 Tins (One Dozen in a box)    | ... | 15/-       |

## Discounts.

5 per cent. Discount on Orders up to £5.

7½ per cent. Discount on Orders for £5 and upwards.

Terms—Cash within 7 days.

Carriage Paid on Orders value £2 and upwards.

N.B.—The above Discounts are from 3½ to 6½ per cent. better than can be obtained from any other source, whilst the merits of DR. TIBBLES' VI-COCOA are far greater than any other similar preparation in the world.

## Limit of Cutting.

The Proprietors hereby give notice to the Trade that the limit of "cutting" prices of DR. TIBBLES' VI-COCOA has been fixed as under:—

|                                         |      |
|-----------------------------------------|------|
| 6d. Packets to be sold at not less than | 5½d. |
| 9d. Tins , , , not less , ,             | 8½d. |
| 1/6 Tins , , , not less , ,             | 1/4½ |

Full Prices to be obtained wherever possible.

## Furthermore,

Any Chemist, Grocer, or Stores cutting below these prices will be refused supplies direct from ourselves. And in this connection it is important to note that in £5 lots and upwards no trader in the kingdom, "Wholesale or Retail," can obtain more than the 7½ per cent. discount we offer.

## Nearly 20 per cent. Profit.

As the prices of DR. TIBBLES' VI-COCOA, and our rules as to "cutting," permit of profit to Chemists and Grocers, on outlay, of nearly twenty per cent. on direct buying, free of deductions for carriage, etc., we solicit the immediate and universal stocking of DR. TIBBLES' VI-COCOA.

As we pay carriage on Orders value £2 and upwards, it will not be possible to obtain the advantage of the exceptional discounts we offer unless our ruling as to the "Cutting of Price" is complied with.

Read the foregoing, send your order to

DR.  
TIBBLES  
VI-Cocoa Ltd.,

[3]

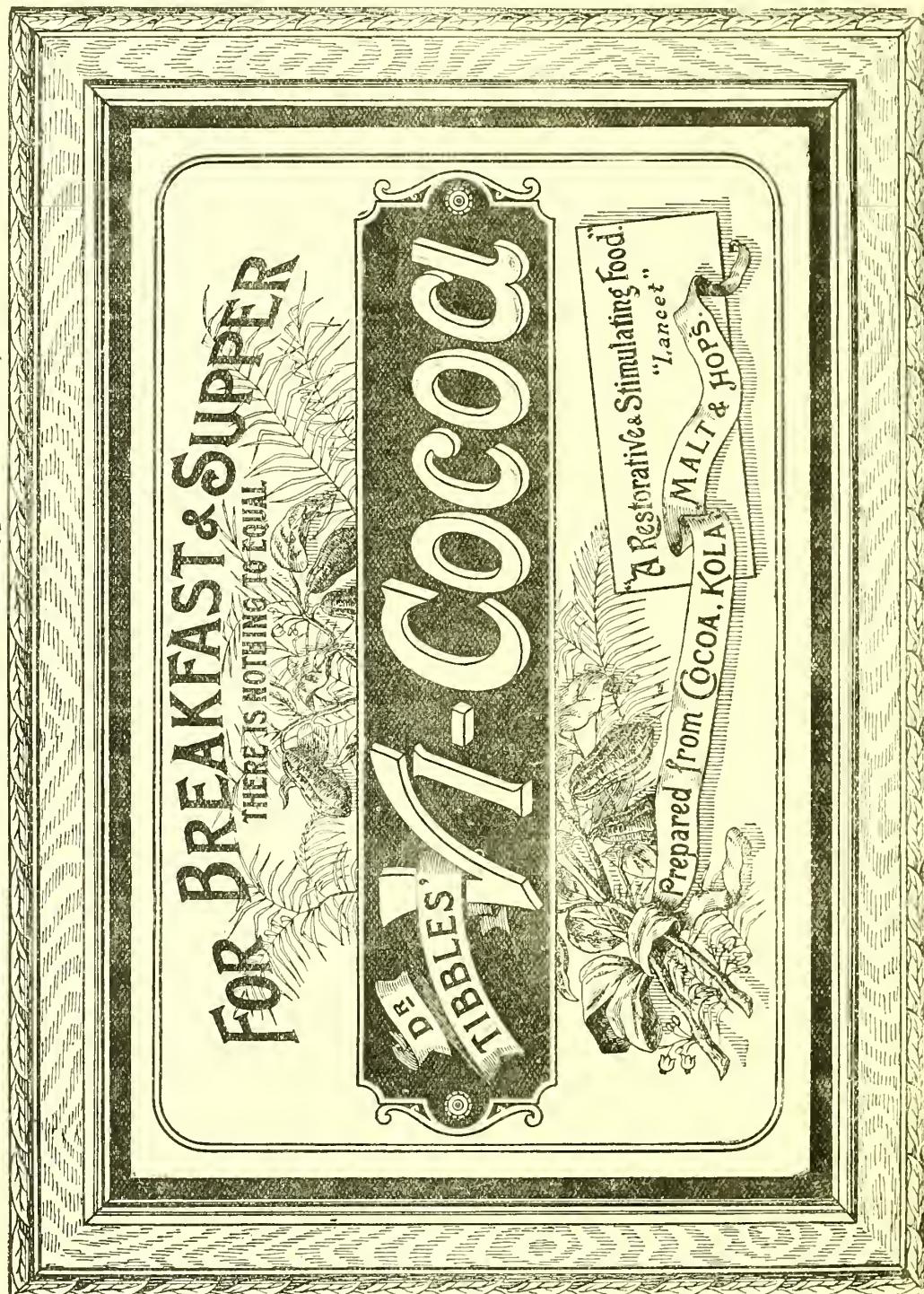
60, 61, and 62 BUNHILL ROW, LONDON, E.C.

And obtain your fair share of the profits that are daily being made by our customers everywhere

Have you received particulars of our Special Winter Advertising Offer to Customers?

REDUCED SKETCH OF FRAMED SHOWCARD No. 1.

(See Special Winter Advertising Offer, now being posted to the Trade.)



The original of this Engraving (size 21 in. by 29 in.) is printed in eight colours, and artistically framed.

(See Special Winter Advertising Offer, now being posted to the Trade.) AVAILABLE UNTIL OCTOBER 1st, 1897.

If not, please write (a postcard will do) and a copy will be forwarded by return of post. Address—

**D'E  
TIBBLE'S  
V-Cocoa** Ltd.,

60, 61, & 62 Bunhill Row, [1]

LONDON, E.C.

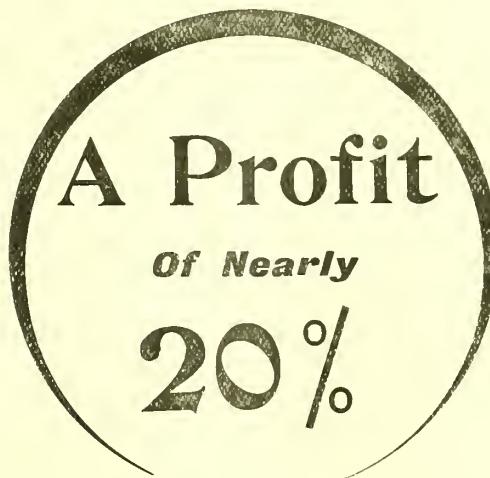


**Write for Special Winter Advertising Offer.  
Available until October 1st, 1897.**

**A Firm** which introduces customers

to your establishment by widely advertising  
a preparation of recognised merit, and, at  
the same time,

**Offers**



Deserves your co-operation and support.

THE inducements hereby offered to stock Dr. TIBBLES' VI-COCOA  
are exceptional, and are worthy of your consideration.



**Dr. Tibbles' Vi-Cocoa, Ltd.,**  
60, 61, and 62 BUNHILL ROW,  
LONDON, E.C.

• • • • •

[2]

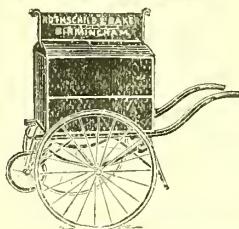
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(VINUM AURANTIL, B.P.), prepared in strict accordance with the Formula of the British Pharmacopœia.

# Pure Liquefied CARBONIC ACID GAS

Prompt Delivery, any Quantity. For Prices and Particulars, apply to  
THE WASHINGTON CHEMICAL CO., LTD., WASHINGTON, COUNTY DURHAM, ENGLAND.

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By using a smart Parcel Cart to deliver your goods you advertise in the cheapest and most effective manner, and therefore increase your sales.

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SPECIALLY CONSTRUCTED FOR  
CHEMISTS,

From ... ... 65/-

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PARCEL CART & INVALID CARRIAGE MAKERS,  
Summer Row, BIRMINGHAM.  
CATALOGUE FREE on application.

FOR INFANTS & INVALIDS

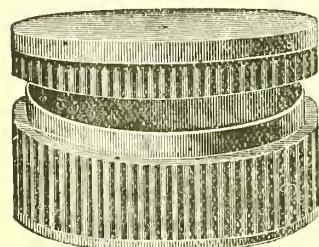
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(MALTLED)  
IS UNEQUALLED.

Price 1/6 per Tin.

To be obtained from all the principal Patent Medicine Houses. Wholesale Prices upon application.

**KYDDE & CO.**  
10 SOUTHWARK BRIDGE ROAD, LONDON, S.E.

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47 LAMB'S CONDUIT ST., LONDON, W.C.

MANUFACTURE THE FOLLOWING SPECIALITIES—

"STIPENDUM" CORK STOPPERS, in all sizes.

"STIPENDUM" CORK-LINED CAPS, for Pomade Bottles.

"STIPENDUM" OPENERS, for Stoppered Aerated-water Bottles

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IN TERRA COTTA, CHOCOLATE, AND BLACK.

The Grease-Proof Covered Pots have perfectly-fitting lids, are practically unbreakable, and the only articles really answering the purpose intended.

To be had of all Druggists' Sundriesmen.

Wholesale only of the Company.

# PETER TYRER'S SAUCES

WORCESTER, READING, HARVIE, YORKSHIRE, AND "BOROUGH" KETCHUP

SILVER MEDAL.

|                                   | Per gross. | Extra quality. | Per gross.                                        | Extra quality. |
|-----------------------------------|------------|----------------|---------------------------------------------------|----------------|
| 1d. Sample Bottles, dozen parcels | .. ..      | 5/3 .. 6/3     | 1/2 Bottles, flat or round, reputed half-pints .. | 16/- .. 26/-   |
| 1d. " Giant " dozen parcels       | .. ..      | 5 9 .. 6/9     | 1/2 Pint .. pints ..                              | 26/- .. 38/-   |
| " " 1/2-gross boxes               | .. ..      | 6 6 .. 8/6     | 1 Pint Imperial, round stoppered bottles ..       | 52/- .. 62/-   |
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## ROYAL CAFE SAUCE, a Rich Fruity and Exquisite Flavour

Square Glass Stoppered Bottles, containing nearly 1-pint Imperial, 42/- per gross. Sample Bottles at 7/- per gross.

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CHIEF SCOTCH AGENCY — West Nile Street, GLASGOW.

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A New and Very Superior Food for Infants, Delicate Children, and Invalids. The great desideratum of a Food for Infants, Delicate Children, and Invalids is easiness of digestion, simplicity of preparation, and power of restoring strength; for these purposes it is superior to any other Food.

RETAIL PRICE 1/6 PER TIN.

*A totally unsolicited Report of a Medical Man's experience with the Diastased Farina Food.*

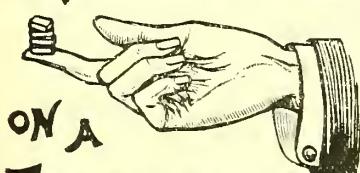
YORKSHIRE, December 2, 1896.

DEAR SIRS.—Since August I have been trying your "Food," and I am well satisfied with the result. Milk is the most perfect food, but when you have to reckon with a low type of stomach, or a poor class of milk, assimilation is imperfect, dyspepsia frequent. The addition of your "Food" prevents the latter and hurries the former. I have had admirable results in the treatment of Phthisis, Chlorosis, Gastric Ulcer, Atonic Dyspepsia, and Neurasthenia.

Manufacturers: — E. BEANES & CO., Hackney Wick, LONDON, E.

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IN POPULAR DEMAND.

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THE NEW CONCENTRATED  
FOOD AND DRINK TABLETS

FOR TRAVELLERS, CYCLISTS, ATHLETES, DYSPEPTICS, INVALIDS, AND CONVALESCENTS.

Are leaping into popularity, and are being stocked by all Wide-awake Chemists.

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6d., 1s., and 2s. 9d. per box.

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MAKERS OF MEDICATED LOZENGES AND JUJUBES.

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SEND FOR LIST, SAMPLES, AND COMPARE.

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## MASON'S IS THE ORIGINAL EXTRACT OF HERBS

No other Extract makes Beer like it !!

INVENTORS AND MANUFACTURERS—

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**MACFIE & SONS'**

PURE GRANULATED, ENTIRELY FREE FROM COLOURING MATTER,

*For making Syrups and other Pharmaceutical Purposes.*

**GUARANTEED PURE CANE SUGAR.**

MANUFACTURED ONLY BY

**MACFIE & SONS,**

*Sugar Refiners, LIVERPOOL.*

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SPECIAL CHEMISTS' SUGAR.—It is generally agreed amongst practical pharmacists that the sugars of commerce are, with few exceptions, unfit for making medicinal preparations. Comparatively few of them are pure cane-sugar, and many are "faced" with some colouring matter, the latter being particularly the case with some loaf-sugars. The trouble arising from these and other causes has been so widely experienced in pharmacy that further comment upon them is unnecessary, our present purpose being to call attention to a special chemists' sugar which is offered by Messrs. Macfie & Sons, sugar refiners, 34 Moorfields, Liverpool. We have recently examined it, and have formed a high opinion of its suitability for pharmaceutical purposes. It is a pure white sugar in fine granules, is perfectly dry, and dissolves readily in cold water to form a perfectly clear syrup—syrupus, B.P., can be made in this way, and most other syrups can be made with it without heat. The sugar does not contain any invert product, is absolutely free from "facing," and its solutions, acidified with mineral acids, remain perfectly odourless. Commercial sugars, in our experience, vary greatly in sweetness; this we find to be of high standard in that respect. We suggest that chemists who have reason to be dissatisfied should give this new brand a trial.

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CARRIAGE  
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|                                                                                      | Bots.      | $\frac{1}{2}$ Bots | Bottles           | $\frac{1}{2}$ Bottles |           | Bots.       | $\frac{1}{2}$ Bots | Bottles           | $\frac{1}{2}$ Bottles |
| Esculap ...                                                                          | 15/-       | 12/-               | 25                | 30/-                  | 50        | 50/-        |                    |                   |                       |
| Apollinaris ...                                                                      | 6/-        | 5/-                | 50                | 23/-                  | 100       | 36/-        |                    |                   |                       |
| Bourboule (La) ...                                                                   | 11/-       | —                  | 50                | 42/-                  | —         | —           |                    |                   |                       |
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| Flitwick ...                                                                         | 24/-       | 15/-               | —                 | —                     | —         | —           |                    |                   |                       |
| Franz-Josef ...                                                                      | 12/-       | 10/-               | 25                | 22/6                  | 50        | 35/-        |                    |                   |                       |
| Friedrichshall ...                                                                   | 13/-       | 10/-               | 25                | 25/-                  | 50        | 40/-        |                    |                   |                       |
| Gerolstein ...                                                                       | 5/-        | 4/-                | 50                | 20/-                  | 50        | 15/-        |                    |                   |                       |
| <b>HUNYADI-JÁNOS</b> ...                                                             | 12/-       | 10/-               | 25                | 22/6                  | 50        | 35/-        |                    |                   |                       |
| Johannis ...                                                                         | 5/6        | 4/-                | 50                | 20/-                  | 100       | 32/-        |                    |                   |                       |
| Kronenquelle ...                                                                     | 9/-        | —                  | 50                | 36/-                  | —         | —           |                    |                   |                       |
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|                                                                                      | <b>8/6</b> | <b>6 6</b>         | <b>50</b>         | <b>33/-</b>           | <b>50</b> | <b>25/-</b> |                    |                   |                       |

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The above Medicated Wines, with the exception of Wincarnis with Quinine and Coca Wine with Quinine, cannot be sold without a Foreign Wine Licence.

Under certain conditions Messrs. **COLEMAN & CO., Limited**, are prepared to Pay for a Foreign Wine Licence.

FOR PARTICULARS APPLY TO

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Wincarnis Works, NORWICH.

**E. A. HOLLOWAY,**

A.P.S.,

**COCA WINE**

MANUFACTURER,

**TORQUAY.**

|                                   |     |     |     |     |          |      |
|-----------------------------------|-----|-----|-----|-----|----------|------|
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| " Coca Elixir                     | ... | ... | 2 6 | ... | "        | 30/- |
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| " Coca and Kola Wine              | ... | ... | 2/9 | ... | "        | 33/- |
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33½ per cent. Discount.

Carriage paid.

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See Pages 442 and 443, *Chemist and Druggist Diary*, 1897.

A great many Chemists, Hospitals, &c., are using this simple and most effective Plant, and producing splendid Aërated Waters  
SUPPLIED ONLY BY  
**THE VOLCANIC AERATION CO., 203 Great College Street, LONDON, N.W.**  
J. G. CHAPMAN, Proprietor.



A COMPLETE APPARATUS,  
CAPABLE OF PRODUCING

OVER

**300 DOZ. BOTTLES**

of Aerated Water per day,  
at a minimum of cost,  
from

**£20.**

NO DANGER

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**SODA-WATER MACHINERY**

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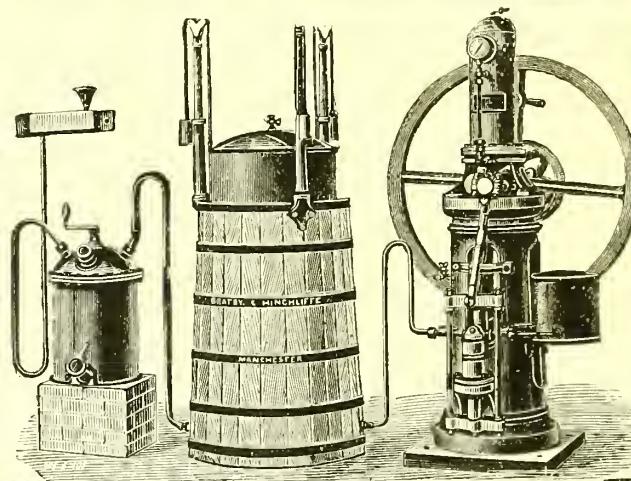
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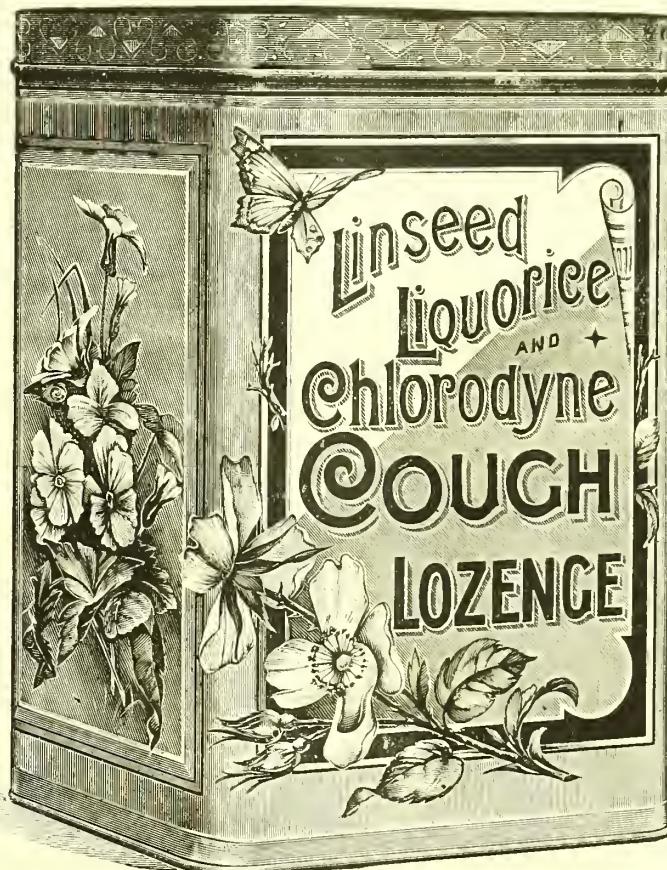
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Also at 81. Robertson St. GLASGOW.

# ROBERT GIBSON & SONS,

## MANCHESTER, AND

## 1 GLASSHOUSE YARD, LONDON,

Beg respectfully to call the attention of buyers to their new enamelled and beautifully decorated Tins for Linseed, Liquorice, and Chlorodyne Lozenges



Each Tin holds 7 lbs., and is given with the Lozenges, besides affording security for them keeping in any climate. The Tins provide a handsome Show Case for the Counter, and will, no doubt, lead to an increasing demand. Every Wholesale House in or out of London can supply, or indents may be sent direct to Manchester.

PRICE LIST ON APPLICATION.

# EXHIBITION SUCCESSES!!!

*The "B. & C. Druggist," in its article on Potter & Clarke's Stand, says:—*

Here were displayed the innumerable articles almost entirely of vegetable origin, with which the name of the firm is associated, every inch of space being covered with preparations got up in the most saleable style. Considering how often a really good article is spoilt by the inartistic way in which it is prepared for sale, the point is worth emphasising, and Messrs. Potter & Clarke have spared no efforts to give their goods the most attractive exterior, as well as paying every attention to the quality of the articles themselves, thus combining the two most essential properties for securing a widely extended popularity.

A special feature is made by the firm of liquid extracts, of which some very fine samples were on view. These extracts are made of definite strength, 16 fluid ounces representing 1 lb. of the crude drug; they are not made by rule-of-thumb methods, but a special study has been made, and the process most suitable for each individual drug selected. Where the presence of definite active principles renders standardisation possible, the extracts are brought to a definite strength.

Potter's Herb Beer Extract, for the preparation of botanic beer, too, deserves a word of praise, both from the excellent palatable beverage which it produces and the way in which it is packed.

Among the special preparations to which our attention was drawn were Liq. Cascara Sagrada, Liq. Kava Co. emm Santal, distilled extract of witch hazel, and a very elegant compound wine, containing Coca, Kola, and

quinine, which combines the stimulating properties of the two first-named herbs with the tonic qualities of quinine; this is non-excitable, and has obtained a ready sale where introduced. It may not be generally known that Messrs. Potter & Clarke have a large herb farm at Carshalton, where many of the herbs they show are produced. The soil in this part of Surrey is especially suitable for the production of herbs containing essential oils, and some very fine samples are grown by the firm. These remarks apply in a very high degree to camomiles, which are produced at the firm's farm in perfection. In addition to their own grown English herbs, the firm showed some splendid specimens of Australian, American, and other drugs from beyond the seas. For packed herbs the firm have a name which is known from one end of the kingdom to the other. Their mark, the winged lion, on the outside of the packet gives them a distinguishing characteristic, and is also a guarantee of the genuineness of the herb within. This mark is also applied to one of the most attractive lines of 1d. perfumes we have seen.

Potter's Datura Asthma Cure is a well-known preparation, and one which seems to gain in popularity every season. It is neatly packed

Potter's Herb Soap is the last item we can find space for; it is a well-made soap, free from irritating properties, and especially suitable for delicate skins. This was shown in the various forms in which it is packed for sale."



## POTTER'S COCA-KOLA WINE

With Quinine.

Imparts Tone  
and Vigour  
to the  
Whole Body.  
Attractively  
Packed, and  
bound to Sell  
wherever  
introduced.



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of the Inland  
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In Apollinaris Pints, 8/- per dozen.

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Telegraphic Address—CHEMUS LONDON.

## ADVERTISERS' AND BUYERS' REFERENCE LIST AND INDEX TO ADVERTISEMENTS

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| Corsan, J. R.   Harris, J.                  | Woolley, J., & Sons & Co                    | Bratty & Hincliffe, Lim.    | Duncan, Flockhart & Co.             | Lynch & Co., Lim.                   |
| BERTD. & MINRIS                             | Bogdall, Backhouse & Co.                    | Ebreffit, Lim.              | Evans, Lescher & Webb               | Maw, S., Son & Thompson             |
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| Barnett & Foster                            | Catridge, & Co.                             | Gibson, H., & Sons          | Lloyd, T. Howard, & Co.             | Schutz & Co.                        |
| Bratty & Hincliffe, Lim.                    | Chemists' Acetated Waters Association, Lim. | Hearn, Wright & Co.         | Lofthouse & Saltmer                 | Solport Bros.                       |
| Chemists' Acetated Waters Association, Lim. | Ellis & Son (Ruthin)                        | Isaac, C. & J. Kilner Bros. | Warrick Bros.                       | Wood, Vincent                       |
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| Hertz & Collingwood                         | Hunyadi Janos                               | Leigh, J., & Sons           |                                     |                                     |
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| Barnett & Foster                            | Bogdall, Backhouse & Co.                    | Addis & Son (Tooth)         | Carbonic Acid Gas Co.               | Government Sanitary Co.             |
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| Volcano Aeration Co.                        | Catridge, & Co.                             | Anderson, Sons & Co.        | CASTOR OIL                          | National Chemical Co.               |
| Volcano Aeration Co.                        | Catridge, & Co.                             | Anderson, Sons & Co.        | United British Castor Oil Co., Lim. | Steele, J. C., & Co.                |
| AGENCIES ABROAD                             | Chambers & Co.                              | Anderson, Sons & Co.        | CREBIC ACID GAS                     | CHLORODYNE                          |
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| Boiss, G.                                   | Snow, Dr. H.                                | Anderson, Sons & Co.        | Castor Oil                          | Duncan, Flockhart                   |
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| Howards & Sons (Cinchona)                   |                                             | Anderson, Sons & Co.        | Boehm, Fred.                        | French Hygienic Society             |
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| Smith, T. & H., & Co.                       |                                             | Anderson, Sons & Co.        | Boehm, Fred.                        | Holloway, E. A.                     |
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| AMMOMINA                                    |                                             | Anderson, Sons & Co.        | Boehm, Fred.                        | Stephen, Smith & Co., Lim.          |
| May & Baker, Lim.                           |                                             | Anderson, Sons & Co.        | Boehm, Fred.                        | Hall's                              |
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| Woolley, Sons & Co.                         |                                             | Anderson, Sons & Co.        | Boehm, Fred.                        | Wilcox & Co.                        |
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|                                             |                                             | Anderson, Sons & Co.        | Boehm, Fred.                        | COCOA & CHOCOLAT                    |
|                                             |                                             | Anderson, Sons & Co.        | Boehm, Fred.                        | Cadbury Bros.                       |
|                                             |                                             | Anderson, Sons & Co.        | Boehm, Fred.                        | Caffyn's Malto-Carnis (Bovril Lim.) |
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Evans, Leescher & Webb  
Evans, Sons & Co.  
Freudenthal & Co.  
Harker, Stagg & Morgan  
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Kemp & Son  
Lofthouse & Saltmer  
Lorimer & Co.  
Moss, J., & Co.  
Morrison, R., & Co.  
Oppenheimer, Son & Co., Lim.  
Smith, T. H., & Co.  
Spirits' Patent (Dog Cakes)  
Scott's Emulsion  
Southall, Bros. & Barclay  
Southall, T. Howard, & Co.  
Stevenson, H. E., & Co.  
Wright, Layman & Umney

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Davis, Gibbons & Co.  
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Lloyd, T. Howard, & Co.  
Parke, Davis & Co.

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Lloyd, T. Howard, & Co.  
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Jewsbury & Brown

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Winton, O., & Co.

Woods, W. (Areca Nut)

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Fentiman, A. G.

Fentiman & Co  
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Mackey, Mackey & Co.

May & Baker, Lim.

National Chemical Co.

"Nestor" Sanitary Fluid Co.

Read, Holiday & Co.

Samas, Co., Lim.

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Hovenden & Sons

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Marshalls, Lim.

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Neves, J. S., & Sons

Potter & Sarker

Quisich, H. C.

Sanger & Sons | Schutze & Co.

Southall Bros. & Barclay

Tidman & Son | Toogood, W.

Wood, Vincent

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Dieterich, Eugen

Kuhn, B.

Lofthouse & Saltmer

Oppenheimer, Son & Co.

Phillips & Co. (Grinders)

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Stevenson, H. E., & Co.

Wyley's, Lim.

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Maypole Soap Co., Lim.

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Harvey & Co.

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Lynch & Co., Lim.

Sanger & Son | Wood, Vincent

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Bratty & Hinchliffe, Lim.

Burgoyne, Burbidges & Co.

Bush, W. J., & Co.

Fletcher, Fletcher & Co.

Goodall, Backhouse & Co.

London Essence Co.

May & Baker, Lim.

Newball & Mason

Oppenheimer, Son & Co.

Southall, Bros. & Barclay

Todd, A. M.

Tyler, F. (Anchoives)

Woolley, Sons & Co.

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Boehm, Fred

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Evans, Gadd & Co.

Fletcher, Fletcher & Co.

Goodall, Backhouse & Co.

Jackson, J. & Co.

Jeanارد, Gazan & Doumin

Lofthouse & Saltmer

London Essence Co.

May & Baker, Lim.

Poppeler, W.

Randall, Chard, & Co.

Sanitas Co., Lim.

Sozio & Andrioli

Spurway & Cie.

Stevenson, H. E., & Co.

Stevenson & Howell

Todd, A. M.

Tombarel Frères

Treatt, R. C. | Warrick Bros.

Wright, Layman & Umney

**ETHER**

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Howards & Sons

Macfarlan, J. F., & Co.

May & Baker, Lim.

Robbins, J. & Co.

Tyler, T., & Co.

White, A., & Sons

Woolley, Sons & Co.

Wright, Layman & Umney

**EUCALEPTUS OIL**

Drysdale, J. W., & Co.

Tasmanian Eucalyptus Oil Co.

**EXTRACT MEAT**

Armour & Co. | Brand & Co.

Liebig Co. | Liqueur Carnis Co.

**EXTRACTS, FLUID**

Allen & Hanbrys

Bleasdale & Co., Lim.

Burgoyne, Burbidges & Co.

Day & Sons

Fletcher, Fletcher & Co.

Hearon, Squire & Francis

Hillaby, J.

Lloyd, T. Howard & Co.

Moss & Co.

Parke, Davis & Co.

Potter & Clarke

Southall, Bros. & Barclay

Todd, A. M.

Tyler, F.

Warrick Bros.

Wright, Layman & Umney

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(Therm. Safe)

Evans, Sons & Co.

Gilbertson, H. & Sons

Hearn, Wright & Co.

Hovenden & Sons

Kirby Bros.

Lynch & Co., Lim.

Maw, S., & Son & Thompson

Strong, Christy

Tunbridge & Wright

Tyler, P.

**FILTERS**

Berkfield Filter Co., Lim.

Mawson Filter Co.

**FLY CATCHERS**

Alabastine Co. (British), Lim.

Bleasdale, Lim.

Ford, Shapland & Co.

Marshall, Lim.

Marshall, Lim.

Strong, Christy

Tunbridge & Wright

Tyler, P.

**FOOD (Infants' & Invalids')**

Allen & Panburys

Beanes & Co.

Benger's Food

Bovil, Lim. | Brand & Co.

Burke, Wm., & Co.

Burkhill, Hayes & Spillsbury

Burroughs, Wellcome & Co.

(Kepler's)

Davies, Gibbons & Co.

Day & Sons

Evans, Gadd & Co.

Evans, J. & Sons | Farina, J. M.

Frankenstein, S. M., & Co.

Hovenden & Sons

Landoline

London Essence Co.

Lynch & Co., Lim.

Macmillan, F. B., & Co.

Newberry, F., & Sons (Berdos)

Pears, A. & F., Lim.

Potter & Clarke (sachets)

Price's Patent Candle Co.

Sainsbury, S.

Saintans, Co., Lim.

Schutze, F. & Co.

Sharp Bros. Soap & Perfumery

Co., Lim.

Warrick Bros.

Wright, F. & Co.

Wright, Layman & Umney

**GELATINES**

Boehm, F.

Distillers' Co., Lim.

Evans, Gadd & Co.

English Diastatic Malt Extract Co., Lim.

Hawkesley, T. (Steriliser)

Horlick & Co.

Irving, Son & Jones

Kyde & Co.

Lieble, Co. | Lorimer & Co.

Marshalls, Lim.

Martine, Lim.

Mellin's Food | Nestle, H.

Savory & Moore

Tyler, P.

Vi. Cocco (Dr. Tibbles)

Boehm, F.

Frankenstein, S. M. & Co.

**GINGER ALE**

Bratby & Hinchliffe, Lim.

Chemists' Aerated & Mineral

Water Association, Lim.

Ellis & Son | Hay, W., Lim.

Mills, R. M., & Co.

GLUE

Brauer, A.

Frankenstein, S. M., & Co.

Price's Candle Co., Lim.

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Quelch, H. C.  
Robinson & Sons  
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Southall Bros. & Barclay  
Squires & Sons

Tidman & Son, Lim.

Townsend, J. (Paper)

Woolruff, T.

DIPLOMA OF HONOUR,  
MADRID, 1890.

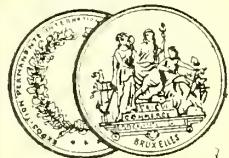
CAPETOWN, 1878.



AMSTERDAM, 1883.



INTERNATIONAL HEALTH, 1884.



BRUSSELS, 1889.



MADRID, 1890.



TUNIS, 1891.

DIPLOMA OF HONOUR,  
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Although low in price, it ranks with high-class soaps, and is altogether the best extant for producing a Clear and Healthy Skin.

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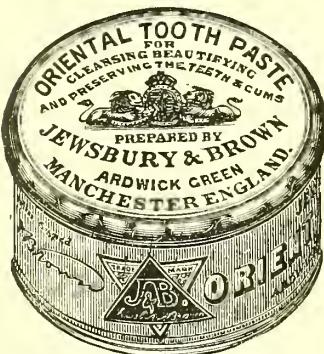
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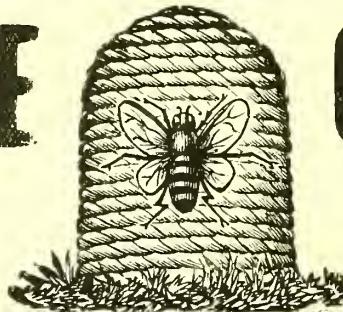
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WHITE, NATURAL, YELLOW, & ORANGE. STOCK KEPT IN LONDON OF 15 DIFFERENT KINDS.

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NEW AND POWERFUL DISINFECTING FLUID.  
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More powerful than Carbolic Acid, and does not stain or burn in use.

"MICROB MORT" FOR SURGICAL USE.

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Samples and Particulars on application to the Sole Manufacturers—

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A SUPERIOR VASELINE.

May be procured through all Chemists and Druggists, and is  
Manufactured solely by the Proprietors,

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GENERALLY ADOPTED BY THE MEDICAL PROFESSION FOR  
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Packed in Cases—One dozen 1s. Bottles; One dozen 2s. Bottles. Pint  
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## BAILEY'S PATENT RUBBER BRUSHES

Should be stocked  
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They are extensively advertised,  
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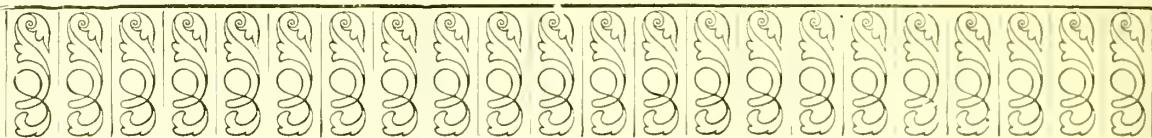
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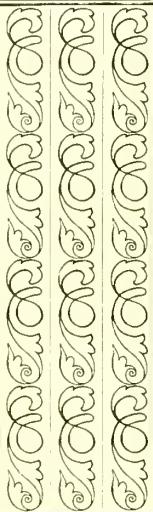
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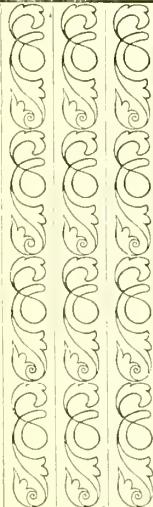


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Is a preparation of the purified cholesterin fat of lamb's wool, nearly identical with the fat of the human skin and of the hair glands. It readily penetrates the skin and renders it soft, smooth and supple. It possesses a distinct advantage over other ointment bases in being miscible with water and aqueous solutions of salts. Being free from septic contamination it is the only trustworthy ointment basis for antiseptic purposes. 'Lanoline' is supplied at 2s. 8d. per lb.

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TOILET 'LANOLINE' is an exceedingly effective emollient and protective to the skin in cases of roughness, redness, abrasions, cuts, burns and eruptions. It may also be applied to any mucous membrane. Toilet 'Lanoline' is supplied in collapsable tubes at 4s. 6d. and 9s. per dozen.

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Burroughs Wellcome & Co., Snow Hill Buildings, LONDON.

Australasian Address:—108, Pitt Street, SYDNEY, N.S.W.

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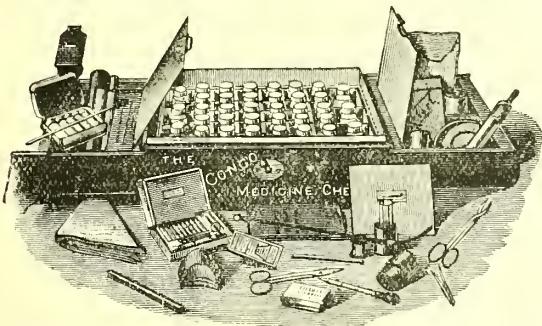
TRADE  
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‘Tabloid’ BRAND

# Medicine Cases AND Chests



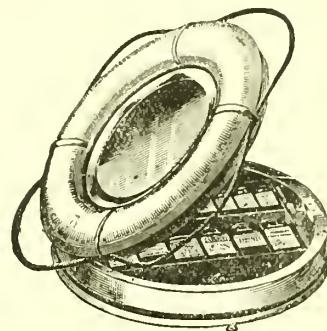
RAVELLERS, tourists and holiday-makers generally are continually requiring portable cases fitted according to the instructions of their medical advisers. ‘TABLOID’ Brand MEDICINE CASES have been adopted by the leading explorers and all important expeditions of recent years. They are the most portable cases made, and their contents keep indefinitely in all climates.

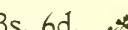
To the pharmacist they present many business opportunities. For instance, the *Chemist and Druggist*



comments on the considerable profit derived by chemists who supply ‘Congo’ or similar ‘Tabloid’ Medicine Chests to volunteer ambulance corps. The price of the ‘Congo’ Chest, fitted complete, is from £10.

For yachting cruises the Life-buoy ‘Tabloid’ Medicine Case not only provides ample supplies of all those medicines usually required, but makes a handsome decoration for the cabin wall. The price, fitted complete, is 84s. 



The Alpine ‘Tabloid’ Medicine Case is fitted according to the recommendations of the Alpine Club, whilst the needs of the cyclist are provided for by the compact Cyclist’s ‘Tabloid’ Medicine Case. Fitted complete, the prices of these cases are respectively 18s. and 3s. 6d. 

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# Vinolia

A Plastic  
Emollient Cream  
for  
ITCHING,  
FACE SPOTS,  
ECZEMA.

Retail Price, 1 1½, 1 9, 3 6, and 6-. Trade Price, 10 8, 16 9, 33 4, and 57 8 per dozen boxes (less usual discounts).

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## UMNEY'S " DUPLEX " MISCIBLE LIQUID EXTRACT OF COCA.

ONE Fluid Ounce equivalent to Two Ounces  
of the finest Truxillo Coca Leaves.  
Miscible with Water, Wine, Syrup, Elixir, &c.

THE MOST ECONOMICAL AND CONVENIENT EXTRACT  
FOR THE PREPARATION OF

## COCA WINE.

6/- per lb. net. Samples on application.

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## OUR DIARY FOR 1898.

THIS, the thirtieth of the series, is now in preparation. It will be supplied free to every subscriber to THE CHEMIST AND DRUGGIST whose subscription is in force on November 27. It is a perfectly unique medium for advertisements to all sections of the drug-trade,

### Because

It is used daily in thousands of pharmacies in all parts of the world.

All the members of Twelve Pharmaceutical Societies in Ireland, Australasia, and South Africa get it and use it.

So do the majority of the members and associates in business of the Pharmaceutical Society of Great Britain;

And the principal drug firms in foreign countries.

For the same reasons that the drug-trade regard the *C. & D.* as a business journal, they esteem the *C. & D. DIARY* as a business necessity. It contains all that they want to know regarding commercial, legal, medical, and official matters connected with pharmacy, and it is made complete with several hundred pages of advertisements by business houses. The utility of these advertisements to buyers is increased by the compilation of an exhaustive index of ALL the articles advertised in it. When anything is wanted this Buyers' Guide is turned up, and if the article is not there it is because it is not advertised. The omission is one which manufacturers of and dealers in goods handled by the drug-trade can and should remedy by arranging with our publisher for space in the new DIARY. He is now booking orders, and will have pleasure in supplying information to inquirers.



FOUR FIRES in drug and chemical premises are reported on p. 474.

ARROWROOT at 1 $\frac{1}{4}$ d. per lb. is consumed by Holborn paupers (p. 475).

ELEVEN more chemists are reported to have taken out wine-licences (p. 476).

ONE of the best Photographic Exhibitions ever held is now open in Glasgow (p. 478).

A CLAPHAM chemist's assistant has had a lesson in labelling from a Coroner (p. 475).

A SHANGHAI CHEMIST dispensed strychnine instead of santonin, whereby a child was killed (p. 480).

MR. C. LE SUEUR, a Jersey chemist, has disappeared because he could not face his creditors (p. 474).

THE WOLVERHAMPTON CORONER wants spirit of salt on the poisons schedule, and his jury agreed (p. 474).

IT has been decided in Paris that col-liver oil is not merely a drug, therefore grocers may sell it (p. 479).

ADVERTISING is one of the subjects dealt with in our reviews, a famous American, "Ad-smith," providing the basis (p. 486).

A SERUM for curing horses of tetanus is a French success (p. 479), and a horse-serum for curing inebriety is an American discovery (p. 491).

THE MEETING of the American Pharmaceutical Association in the North West was a success, but science seems to have been tabooed (p. 480).

WE DISCUSS fully the movement of our colonial chemical and drug business on the basis of Mr. Chamberlain's Blue-book issued this week (p. 494).

THE BEST PROPORTIONS of salicylic acid and calcium bisulphite for preserving cider have been experimentally determined by two American chemists (p. 487).

BRITISH TRADE with Canada has declined 14 per cent. since the new tariff giving British goods an advantage of 12 $\frac{1}{2}$  per cent. came into operation (p. 500).

A DUBLIN APOTHECARY is charged under the Vaccination Act with the offence of signing certificates of vaccinations done by a pharmaceutical assistant (p. 477).

CHEMISTS ARE A SOBER LOT compared to medical men. Four of the former and thirty-two of the latter have been discharged from the Dalrymple Home for incurables (p. 491).

THE PRESIDENT OF THE IRISH PHARMACEUTICAL SOCIETY has been honoured by his Masonic brothers, and his daughter, Miss Frances Wells, has saved a lady from drowning (p. 477).

A PICTURE and description of a magnificent new pharmacy establishment at Madras, and an account of the foundation of a business at Coolgardie, with an illustration, are given on p. 482.

A MAN at Norwich has committed suicide by taking a 4-oz. bottleful of a tonic medicine which had been prescribed for him, and which contained liquor strychniae (p. 476).

THE MARKETS have been fairly active this week. One of the chief features is a mild boom in quinine. At the drug-auctions a steady tone prevailed. Spices are generally dearer (p. 496).

MR. LIVERSEEGE discusses fully from experimental data the conditions for accurate determination of ferrous salt in ferri carb. sacch. Many recorded estimations seem to be too high (p. 492).

DR. SANDIFORD, of Mallow, is declared by the L.G.B. medical inspector to be "a very unsatisfactory" officer. He prescribed Browne's chlorodyne, Richardson's pills, &c., and otherwise displeased (p. 477).



Local newspapers containing marked items of news interesting to the trade are always welcomed by the Editor.

#### The Chemist's Dog.

At Torquay Police Court on September 7, James Young, chemist, was summoned for having an unmuzzled dog on August 26. Defendant said it would be cheap to admit the offence. He said the dog had a long nose, and he had to have a muzzle made specially for it. Of course, the muzzle came the morning after the policeman saw the dog without one. The defence amused the Court, but Mr. Young was fined 7s. 6d. inclusive.

#### Chemist Summoned by a Railway Company.

Mr. Robert Cundall, chemist, Pocklington, was summoned at the Hull Police Court last week by the North-Eastern Railway Company, on a charge of having travelled from Pocklington to Hull and back without having paid the proper fare. The allegation was that the defendant took a week-end ticket to Hornsea at a cheap rate, in order to escape paying the ordinary fare to Hull, which was more in amount; that defendant broke his journey at Hull contrary to the regulations, and, as a matter of fact, went to Grimsby, and did not go to Hornsea at all. The defendant said he intended going to Hornsea, but the train was so late that he would not have been able to get to Hornsea before midnight. The company's witnesses said the defendant had been told that his return ticket was not valid from Hull, and it was also alleged that the defendant had been cautioned last year about a similar transaction. Mr. Cundall's solicitor argued that there was no fraud, and that if the company had a claim it was a civil one. The Stipendiary, however, imposed a fine of 20s. and costs in the first case, and 1s. and costs in the second, but declined to state a case on the ground that no points of law were involved.

#### Unjust Weights.

At Brierley Hill Police Court on September 9, Mr. Clement Collins, chemist and druggist, Brettell Lane, was summoned for having in his possession for use in trade a number of deficient and unstamped weights and a pair of unjust dispensing-scales. The Inspector stated that on visiting defendant's place of business on June 14 he found nine unjust weights—in fact, there was only one correct weight in the place—and they had not been stamped for fourteen years. Mr. Mellor, solicitor for the defence, said that for several years Mr. Collins, who was a most respectable tradesman, had suffered from some brain-disease which had affected his memory, and no doubt accounted for this neglect. He was at present under the treatment of two medical men. The Bench imposed a fine of 10s. and costs.

#### Spirit of Salt and the Pharmacy Act.

At the close of an inquest at Wolverhampton on September 9, on the death of a greengrocer from taking spirit of salt, the Coroner (Mr. W. H. Phillips) pointed out that it had transpired in evidence that there was no difficulty in procuring the poison referred to. In the Poisons Act there were many restrictions on the sale of arsenic, prussic acid, strychnine, &c., which could not be sold unless the purchaser was known to, or was introduced by someone known by, the seller. Other poisons were used for various purposes, and it was only required that these should be labelled, and if the jury considered there should be any further restrictions put upon the sale of these they might add a rider to their verdict. The foreman said he thought there ought to be, as spirit of salt was a deadly poison. The Coroner: It is not only a deadly but a fearful poison. The foreman: I think the procuring of the poison should be made as difficult as possible to anyone. The Coroner: Quite right. I think

so too. The jury all agreeing, a rider was added to the effect that greater restrictions should be adopted in regard to the sale of poisons.

#### Fires.

A carboy containing turpentine burst at Blythe Works, High Street, Longton, on Friday. The turpentine caught alight, and damage to the extent of 200*l.* was done.

Early on Saturday morning a fire was discovered at the works of Messrs. Saunders & Saunders, chemical-manufacturers, Cleckheaton. Damage estimated at between 150*l.* and 200*l.* was done.

Another fire occurred at Cleckheaton on Monday, this time on the premises of Mr. Henry Ellison, chemical-manufacturer, Flatt Lane. A large vat of oil was destroyed.

A destructive fire occurred at midnight on Saturday on the premises of Messrs. W. E. Shuttlewood (Limited), Portland Pharmacy, Malpas. The whole of the stock, consisting of drugs, oils, stationery, wines, &c., estimated at the value of 1,000*l.*, was destroyed.

#### Disappearance of a Jersey Chemist.

Some sensation was created in Jersey last week by the sudden disappearance of Mr. Charles Le Sueur, chemist and perfumer, of the Charing Cross Drug-stores, and also-director of the West-end Cycling Academy. Mr. Le Sueur was a popular man in the island. His absence put his assistant at the pharmacy in rather a curious predicament, for the latter being not only unregistered, but unqualified, cannot now sell poisons. On Monday last at the Royal Court of Jersey, an order of justice was presented at the instance of the attorney to the Imperial Cycle Agency, Limited (Nottingham), creditors of Mr. Le Sueur's, for 152*l.* 6s., asking that, in view of his absence from Jersey, an administrator be appointed to the estate. The order of justice related that petitioner called at Mr. Le Sueur's pharmacy on September 4, but was informed by the assistant, Mr. Adolphus Gilles, that he had left Jersey on the previous Thursday, and that he neither knew his destination nor the date of his probable return. On September 10 Mrs. Le Sueur informed the said attorney that her husband left Jersey on September 2 (6.30 A.M.) without previously informing her of his intention, and that she only learnt of his departure later on in the same day from a letter which he had left for her, and which, marked "Private," was found in a desk in the pharmacy. This letter she destroyed after perusal, as requested therein; but she said he stated that he felt obliged to leave the island as he could not face his creditors. He asked her to go to Guernsey, where she would receive news from him. She did that day, but neither saw nor heard from her husband, though she remained in Guernsey till September 7. She had not heard news from him up to the date when the attorney saw her.

The chief Magistrate (Sir George C. Bertram) questioned whether there was any precedent for such an appointment until the person in question had been gone at least a year and a day, and pointed out that it would be a dangerous precedent.

Counsel for petitioner replied it was hoped the creditors would arrive at a private agreement so as to prevent a "desastre," for otherwise but little might be left for division among them. No harm could be done by appointing an administrator, for he would simply disappear if Mr. Le Sueur returned, though his own wife said she did not expect to see him back; and it was significant that letters sent him for three months past had not been opened, but been merely heaped up in a safe.

Another advocate, acting for the debtor's father, Mr. Ph. Le Sueur (ex-chemist), who had become security for the payment of 450*l.*, supported the application; but the bailiff said he understood that the father would want a private agreement come to.

Finally the Court ruled that the principle must be adhered to, that an administrator should not be appointed until the person in question had been away a year and a day. Creditors could protect their interests otherwise, or declare a "desastre."

#### The Danger of Chloroform.

An inquest was held at Yardley, near Birmingham, on September 11, concerning the death of Morris Wilmott

Kenyon (17). Deceased was secretary to the Birmingham Dry-plate Photographic Company, and had been in the habit of taking doses of chloroform for the relief of neuralgic toothache, from which he suffered. He knew the effects of the drug. Chloroform was sometimes used in the factory, and he would have occasion and authority to go to Southalls', the druggists from whom the chloroform was obtained, to order ether, acids, &c., for the business. He was found dead in bed, and a piece of wool and a handkerchief saturated with chloroform were over his head. Dr. Pugh stated that death was due to the inhalation of chloroform, although it was quite possible that the actual cause of death was suffocation by vomited matter in the mouth.

#### Advertising Ideas.

A Yarmouth paper recently stated that a newsagent there, a Mr. Howes, had a large bill posted outside his shop, announcing in bold letters the following: "Live and Let Live, Beecham's Pills and Ointment, 24 boxes a penny, worth a guinea a cartload. Step inside." As a result of the above Mr. Howes has received the following communication:—

August 31, 1897.

DEAR SIR,—I do not know what truth there is in the enclosed paragraph (from *Daylight*), but if you have such a poster outside your shop, I must request you to remove it immediately.

Yours truly,  
P.P. THOMAS BEECHAM,  
C.R.

#### The Midland Chemists Assistants' Association.

The following officers have been elected for the ensuing year:—President, H. Jessop; Vice-Presidents, T. J. Walton and F. Casson; Treasurer, J. Selby; Secretaries, E. Osborne and F. Foster.

#### Trade Tip.

On Saturday last the employés of Messrs. Jewsbury & Brown, Manchester, were entertained by the firm to a picnic at Cleethorpes. Upwards of 200 sat down to dinner at the Royal Hotel, Grimsby. Mr. John Bardsley presided, and the thanks of the guests to the partners (Mr. Stones and Mr. R. Bardsley) were suitably proposed by Mr. Hayes and Mr. Pickeline. Tea was provided at Cleethorpes. A very pleasant day was enjoyed by everyone.

#### Arrowroot for the Sick Poor.

During the consideration on Tuesday by the Holborn Guardians of the tenders for the ensuing six months the supply of arrowroot was discussed. Miss Baker moved and Miss Wilde seconded that arrowroot should be struck out of the grocery-contract, as it was impossible to supply "genuine Natal arrowroot at 1 $\frac{1}{4}$ d. per lb." (We may say that the highest price quoted in the tenders was 3d. per lb.) Miss Baker said that, as the genuine article could not be bought at the price, it was unfair to give it to the sick poor without being analysed. The Chairman reminded the ladies that the grocer guaranteed to supply it genuine, and would have to do so at whatever loss to himself. Mr. Bolton (examining the sample sent in) said this looked good enough; but Miss Baker contended that if it could not be bought on the market at 1 $\frac{1}{4}$ d. per lb. the genuine article could not be supplied to the Guardians at that price. The arrowroot ought to come out of the grocery-contract and be added to the drugs. Mr. Butler asked what was the total consumption of arrowroot in the six months. The Clerk: Estimated at 180 lbs. Mr. Butler: What price are we paying now? The Clerk: 1 $\frac{1}{4}$ d. per lb. Mr. Butler: Any complaints during the year of the arrowroot? Mr. Miller (Chairman of the Infirmary Committee): None. Mr. Butler: Then why complain? Miss Baker: Because tradesmen cannot live by selling their goods at a loss. Miss Baker's motion was negatived by 6 to 5 votes. (The drug-tenders were not decided at this meeting.)

#### A Mysterious Ingredient in Pills.

An adjourned inquest was held on September 9 at Leicester on the body of Harriet Wooding, aged 27. Mr. Young, analyst, said he had examined the powder and pills found in deceased's boxes. The powder he found consisted of borax, which was perfectly harmless, except in excessive doses.

The pills, which were pearl-coated, contained bitter aloes, dried sulphate of iron, and a vegetable powder, which under the microscope appeared to be the leaf of some herb or drug, but as it did not exhibit any characteristic feature he could not identify it. It might, or might not, be noxious. About 60 per cent. of each pill was made up of this powder, while there was 20 per cent. of each of the other two. The borax, if injected, would still be harmless, he thought. Dr. Thomas also gave evidence that the drugs would be harmless except when taken in excessive doses. He did not think the death of deceased's child was due to the pills or the powder. He could not say what caused the death of the child. It might have been due to appliances or to constitutional disease. He could not see any sign of the latter, however. The mother was dying when he saw her. The Coroner said he had come to the conclusion that no useful purpose would be served by calling further witnesses. They did not want to make an idle inquiry into the paternity of the deceased's child. It was at one time thought that deceased's death had been caused through her attempting to procure abortion, and of course the father of the child might have been implicated in that. It had been ascertained that the drugs were bought from person who represented that they were suitable for a certain purpose, and perhaps it was a good thing for them that they turned out to be harmless. The foreman of the jury said he thought further inquiry would only be a waste of time. The jury returned a verdict of death from natural causes.

#### Poison-label on a Non-poisonous Mixture.

On September 10, at the Battersea Coroner's Court, Mr. W. Schroeder, the Deputy-Coroner, held an inquest touching the death of Thomas Stenning (36), a housekeeper, lately residing at 13 Winstanley Road, Clapham Junction. The deceased had been suffering from diarrhoea, and his wife took a recipe which had been given her by a friend to a chemist in the Falcon Road, and had it made up. Deceased had two doses, but as he vomited a great deal, the medicine was discontinued. He died suddenly soon afterwards. Wm. Pease, manager to Messrs. Gower & Co., chemists, of Falcon Road, Clapham Junction, said the recipe was brought to him and he made it up. It was a most harmless one. It contained no scheduled poison. The Deputy-Coroner: But the bottle is marked "The mixture: Poison." What does that mean? Witness: Well, it would not be advisable to take the whole at once. It was put there to show that the mixture is not good for anyone to take, but only the patient. The Deputy-Coroner: That is a funny way of putting it. Then you have not put the dose or when it is to be taken on the bottle. Witness: No. It was on the recipe, and I did not think to put it on the bottle. The Deputy-Coroner: I should have thought that most important. Witness added that he was not qualified, and did not dispense medicines. Evidence had been given that death was due to exhaustion following diarrhoea. The jury returned a verdict in accordance with the medical evidence, and recommended Mr. Pease in future to place upon all medicine-bottles the dose, and when it is to be taken. Mr. Pease said he fully recognised the importance of the jury's recommendation, and would see that it was adhered to in the future.

#### Suffocated by a Feeding-bottle Teat.

At an inquest held at Shrewsbury on September 9 it was reported that an infant named Simpson was placed in its cot with a feeding-bottle, and in the morning was found dead. It was lying on its back, and had apparently been suffocated by the teat of the feeding-bottle. A verdict of death from suffocation was returned.

#### The Salt Union's New Soapworks.

The new soap-manufactory constructed by the Salt Union at Winsford is almost complete, and will be opened in October. Modern machinery for toilet and other soap making has been fitted, and the Salt Syndicate intend to enter into serious competition with existing manufacturers. Mr. John Holford, Runcorn, has been appointed manager. Employment will probably be found for several hundred hands, and as the Winsford salt-trade is very depressed, owing to the competition of Middlesbrough, the new industry is welcomed.

## Wine-licences.

Certificates for retail wine-licences have been granted by the Magistrates to the following chemists. These are in addition to those named in the last three issues of this journal:—

Mr. J. F. Davies, Hay.  
 Mr. Attenburrow, Melton Mowbray.  
 Mr. F. Oldfield, Church Street, Eccles.  
 Mr. J. S. Palmer, Market Place, Romford.  
 Mr. James Morrison Slater, 26 High Street, Loftus.  
 Mr. Samuel Martin Hibberd, King Street, Darlaston.  
 Mr. John Frank Kingcott, 13 Bridge Street, Evesham.  
 Mr. Joseph Sidebottom, 74 Blackburn Road, Accrington.  
 Mr. Norman Swindle, Market Square and Helvellyn Street, Keswick.  
 Mr. David Sawyers Mark, 370 High Street, St. Peter-at-Gowt's, Lincoln.  
 Mr. J. Clarkson (Manager Foggit's Drug Company, Limited), Widnes.

## Cricket.

On Saturday, at Brockley, Burgoyne, Burbidges C.C. played their return match with Barron, Harvey C.C., whom they again defeated. The scores were:—B.B.C.C. 27; B.H.C.C., 14. The pitch had much suffered from recent rains.

## Depression in the Chemical-trade.

Notices have been posted in the Flint branch of the United Alkali Company's works to the effect that a number of men will be discharged at the end of this week and others will be put on half-time. This is owing to the McKinley tariff, the works having been busy during the past few months in order to send in a supply to America before the tariff came in force.

## The Bloomsbury Poisoning-case.

The following chemists gave evidence before the Magistrate at the Clerkenwell Police Court in the prosecution of Stormonth, who is charged with the murder of Miss McLean at a private hotel in Guildford Street, W.C., by administering laudanum to her.

Edwin John Skinner, chemist, 1 Compton Street, Bloomsbury, deposed that he supplied a lady with  $\frac{1}{2}$  oz. of laudanum, on the representation that she wanted to sprinkle it on a poultice to be applied to her husband, who was in great pain. She brought a bottle (produced) bearing another chemist's label, showing that she had purchased the poison before.

Henry Houghton, assistant to Mr. Haynes, chemist, 30 Southampton Row, stated that on Saturday, August 30, a man whom he could not identify called and asked for some strychnine, representing that it was to poison a dog. The man gave the name of Scott, and his address as 75 Guildford Street, and also as 10 Brighton Parade, North Shore, Blackpool. The man signed the poison-book, and left the shop on the understanding that the poison should be forwarded if witness could supply it. Later on the man returned, and was informed that he could not have the poison.

William George Williams, assistant to Mr. Wilson, chemist, 80 Lamb's Conduit Street, deposed that on the last evening in August he supplied a man, whom he identified as Stormonth, with  $\frac{1}{2}$  oz. of laudanum for "pains in the stomach." On the following Saturday Stormonth came again, and asked for some strychnine to take to a friend in Blackpool, who wanted to kill a big dog, but he did not supply him. Later the same day Miss McLean purchased 1 oz. of laudanum.

In summing up the case to the jury the Coroner (Dr. Oswald) pointed out the facility with which such a dangerous poison as laudanum could be purchased, the only restriction being the feeble one that the vendor should place a label on the bottle giving his name and address. Under such conditions anyone could procure almost any quantity of the deadly drug with little or no difficulty.

## Poisoned by a Nerve-tonic.

An inquest was held at Norwich on Wednesday concerning the death of Stanley Allan Betts, a newsagent, 29 years of

age, who died from taking a bottleful of a tonic-mixture. His widow said that during the past two months he had been out of employment, and for the last few weeks he had been strange in his manner and complained of pains in his head. He was unable to sleep at night, and would go downstairs and lie on the couch. When witness asked what was the matter he replied, "That's nothing; I shall soon be all right." He had been greatly worried by his want of employment. She knew that he at times obtained a mixture from the chemist, as a nerve-tonic, which he took in the proper doses. The bottle in which he usually obtained the medicine was a small-sized medicine-bottle. It had a red label upon it, but not the word "Poison." As far as she could remember, the directions were, "Drops as per recipe."

Mr. Edgar Burdett, chemist and druggist, said he was manager for Messrs. Boots (Limited), at Lower Goat Lane. The deceased for the past two years had supplied him with newspapers. He had four times supplied deceased with a mixture according to a prescription which he first brought to witness on August 23, 1895. It consisted of 90 gr. of citrate of iron and quinine, and 90 minims solution of strychnine, in 4 oz. of water, the dose being one teaspoonful in water. By taking the whole of this mixture at one time, it being of a poisonous nature, it would undoubtedly cause death. The bottle was a 4-oz. flat bottle, and on the label was "The drops as recipe." Below this was another label bearing the address of the establishment. There was no notification on the label in any way that the mixture was poisonous. Deceased brought the bottle to witness with the label upon it, and witness did not put a fresh label upon it. Witness produced his book, which contained a copy of the prescription supplied. It was necessary under the Pharmacy Act of 1868 that preparations containing poisons should be entered in the register, and labelled "Poison," except when those preparations formed one of the ingredients in a physician's prescription. This was the reason why he did not label the bottle "Poison." It was also necessary that such preparations should bear the name and address of the vendor, which had been done.

The Coroner remarked that the book produced did not seem to be in conformity with the Act of 1869, an amendment to that of 1868, which compelled, in addition to the name and address of the vendor, the entry of the name and address of the purchaser. This had not been complied with, and he trusted that in the future it would be done.

The witness, resuming, said the deceased came to the shop about a quarter to 12, and on presenting a prescription was served as usual. He seemed to be in his ordinary state of health, and without saying anything took the bottle and left. About 12.30 he returned, and entering the shop and sitting down in a chair said, "That mixture—I've taken the lot." Witness, knowing the poisonous nature of the mixture, at once sent for a doctor. He gave the deceased some spirit of chloroform to counteract the effects of the poison, and sent for the police. Witness asked him how long ago he had taken the mixture, and was told about half an hour. Asked why he had done it, he said, "I am tired of it all. I cannot make ends meet." He added that he was sorry for his wife and family, and was sorry that he had done it. He died in about fifteen minutes from the time he returned to the shop. The police arrived before death took place. No attempt was made to restore life, as witness considered it was hopeless. The body was afterwards removed by the police to the mortuary.

By the Foreman: He had given the deceased an emetic, but it had had no effect.

The jury returned a verdict of suicide whilst in an unsound state of mind. The general opinion was also expressed that in the case of any mixture containing poisonous drugs a label specifying its nature should be affixed.

## Charge of Fraud.

Theophilus Turner, *alias* Dr. Turner, *alias* the Rev. Mr. Turner, has been at the West London Police Court several times in company with Ella Macdonald, *alias* Lady Macdonald, Lady Hamilton, Lady Elise Graham, and a few other pseudonyms, on charges of defrauding tradesmen. One of the witnesses at the last hearing was Mr. Smart, a chemist, of Littlehampton. He supplied drugs on credit to a young woman, who gave the order in the name of Mrs. Craig, of "Homeside," Littlehampton. On calling there for his money,

Turner, who was known as Mr. W. Harris, M.D., told him Mrs. Craig had left, and refused to give him her address. "You are all tarred with the same brush," said Mr. Smart as he left, to which "Harris, M.D.," replied, "You are either mad or drunk; I will have you arrested."

#### Assaulting a Chemist.

At the Lambeth Police Court on Tuesday George Harper, a clerk out of employment, was charged with assaulting Mr. Robert Clifton, a retired chemist living at Brixton. The prosecutor stated that on the night of the assault he was walking across Clapham Common when he was attacked by the prisoner and his associates. His Worship said it was disgraceful conduct, and imposed a fine of 40s. and costs, or one month's imprisonment.

#### Alleged Theft from a Chemist.

At the Lambeth Police Court on Tuesday, a lad named Higgins was charged with being in the unlawful possession of a bottle of cod-liver oil, supposed to have been stolen from a chemist's shop in Brixton Road. The accused denied having stolen the property, and alleged that it was given to him by another boy, whose name he did not know. His Worship dealt with the case under the First Offenders Act, and discharged the accused with a caution as to his future conduct.

#### Death from Carbolic-absorption.

A boy named John Southwell, 13 years of age, was proceeding along a busy thoroughfare in Pendleton with a bottle of carbolic acid in his hand when he fell, breaking the bottle, the contents burning his face and chest, and causing death from the absorption of the acid through his skin.



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#### From Drugs to Drapery.

Dr. McDowell's Medical Hall, Grafton Street, Dublin, which was recently disposed of by auction, has been reopened by a firm of drapers.

#### Fire.

At Cork last Saturday morning, at 1.30, an alarming fire broke out in the stores belonging to Messrs. Ogilvie & Moore, wholesale druggists, Warrens Place. The damage is considerable. The cause of the outbreak is unknown.

#### The Pharmaceutical Society of Ireland.

*October Examinations.*—The last days for lodging applications will be as follow:—For Preliminary examination, Monday, September 20; for Pharmaceutical Assistant examination, Monday, September 27; for Registered Druggist examination, Tuesday, September 28; for Pharmaceutical Licence examination, Wednesday, September 29.

#### Personal.

Mr. Henry Hunt, L.P.S.I., late of Messrs. J. J. Graham's State Pharmacy, Westmoreland Street, Dublin, has been appointed manager of the Harcourt Medical Hall, Portobello, Rathmines. Mr. Hunt is one of the honorary secretaries of the Pharmaceutical Chemists' and Apothecaries' Assistants' Association of Ireland.

#### Courageous Rescue by an Irish Lady.

At Bray a few days ago, whilst a lady was bathing in the open sea, she was heard calling for help. Miss Frances Wells, daughter of Mr. W. F. Wells, President of the Pharmaceutical Society of Ireland, happened to be at hand, and hearing the screams of the lady, Miss Wells swam to her,

and succeeded in holding her up until help arrived. Miss Wells has been warmly complimented on her promptitude which was the means of preventing a fatality.

#### New Premises.

Messrs. Hayes, Conyngham & Robinson (Limited), pharmaceutical chemists, Dublin, have opened a branch establishment at Balls Bridge, on the premises lately occupied by Mr. Cosbie, L.P.S.I.

Mr. Thos. O'Sullivan, M.P.S.I., is opening a new pharmacy at No. 89 The Quay, Waterford. The shop, which is newly built, is being elegantly fitted by Mr. Mitchell, of Belfast. It will be styled "The Waterford Pharmacy."

Mr. George Gibson, surgical-instrument maker, late of South Anne Street, Dublin, has opened new premises at 27 Dawson Street, Dublin. Mr. Gibson is contractor for the supply of medical appliances to a number of dispensaries in Ireland.

#### "Brother" Wells Decorated.

At Drogheda Masonic Hall a few evenings ago a Knight Templar's jewel was presented to Brother W. F. Wells, P.K., President of the Pharmaceutical Society of Ireland. At the close of the lodge business supper was served. Brother Wells, who had travelled from Dublin in response to a pressing invitation, was accorded the seat of honour. The W.M. presented the jewel—a massive ornament of fine gold of considerable value, subscribed by the members of the lodge in token of their appreciation of Brother Wells's zeal on behalf of the order in general and Lodge 411 in particular. Brother Wells, in replying, said the presentation had come upon him as a complete surprise. He had no idea that his services were so much thought of. Whatever little he had done from time to time for the good of the order was a labour of love.

#### Drug-contract Items.

The contractor to the Kanturk Guardians, who it was reported last week had charged 5s. per lb. for tar ointment, states that the price named was a clerical error. It should have been 5d.

The Local Government Board have written to the Mallow Board of Guardians enclosing extracts from a report made by the medical inspector on the Kilshannig dispensary district. The letter stated that the guardians could not include any portion of the cost of patent and proprietary medicines in their claim for a rebate in respect of the outlay for such articles. Dr. Sandiford, the dispensary officer, appeared to have deliberately disregarded the instructions of the Local Government Board on the subject of medicines, and the question of his fitness for further employment under the Local Government Board would have to be considered. The extracts from the medical inspector's report alleged:—Dr. Sandiford's irregular attendance, failure to keep the records, the non-observance of the regulations in the purchase of Vaughan's cure for asthma, Browne's chlorodyne, Harrington's emulsion of cod-liver oil, and eight varieties of Richardson's pills. Some of the medical instruments were in very bad order, and were useless from rust and neglect. The dispensary was kept in a most untidy state, the instruments, surgical appliances, medicines, and official forms lying scattered about the place. The Local Government Board characterised Dr. Sandiford as a very unsatisfactory officer, and most careless in the discharge of the clerical part of his duty. Copies of the communication were directed by the Board to be sent to Dr. Sandiford.

#### A Charge of Vaccinating by Deputy.

At the Cork Police Court on September 10 a case was heard under the provisions of the Vaccination Act. The defendant was Dr. Timothy Scannell, apothecary and pharmacist, Grand Parade, and he was charged with having on two occasions issued false certificates of vaccination. Mr. Fitzmaurice prosecuted for the Crown, and Mr. Julian defended. Evidence was given by Mary Broderick to the effect that on June 21 she took her child, aged 5, into Scannell's Medical Hall to be vaccinated. Mr. Wall, the defendant's manager, vaccinated the child, and charged her a shilling, which she paid. Dr. Scannell was not present at the time. A week afterwards she brought the child again to the

shop, and Mr. Wall only was there. He desired her to call on the following Monday, and he would give her the certificate. She called as directed, and received the certificate from Mr. Wall. Dr. Scannell's name was signed to the document, but she did not see him sign it. Robert Wall, L.P.S.I., admitted having vaccinated the child, but the certificate was signed by Dr. Scannell. In the second case the evidence was of a somewhat similar character, except that the vaccination was performed by Daniel Hegarty, an apprentice in the shop. The certificate was afterwards signed by Dr. Scannell, who inquired from Mr. Hegarty if the vaccination had been successful before he signed the certificate. Dr. Scannell was committed for trial, his own recognisances being accepted.



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#### Braemar.

Mr. A. R. Clark, who passed the Minor in July, is opening a pharmacy in this fashionable Deeside summer-resort.

#### Edinburgh.

The Sixpenny Dispensary, in Dalry Road, has been closed and the premises are to let. This is the third medical venture which has been discontinued in that locality during recent years.

#### Disinfection at Aberdeen.

The Public Health Committee of Aberdeen Town Council last week empowered Professor Matthew Hay, the medical officer of health, along with Professor Hamilton, to experiment in the disinfection of rooms by the application of chemicals sprayed on the walls by means of a force-pump.

#### The Montrose Infirmary.

At a meeting of the managers of the Montrose Infirmary, held on September 7, Mr. John Reid was appointed chemist to the institution for the current year, and, on the recommendation of the House Committee, it was resolved that in future the supplying of medicine to the infirmary should be given to all the chemists in the town in rotation.

#### Death of "Fornety."

A respected Aberdeen citizen has just passed away in the person of Mr. Henry John Gibson, late of Fornety. He was educated at Gordon's Hospital, and served his apprenticeship as a chemist and druggist, then had charge of a druggist's business in Banff. He then went out to Australia, where he engaged in sheep-farming, but returned to his native country to take up agriculture. As a man of high culture, he took a prominent part in all forward movements. He was 81 years of age.

#### Photography.

An International Exhibition of Photography is at present open in the galleries of the Royal Institute of Fine Arts, Sauchiehall Street, Glasgow. It is believed by experts to be the finest collection of photographs shown in any exhibition in Great Britain, and probably in the world, and illustrates admirably the progress which has been made in photography, especially on the artistic side. The committee who have carried out the details to such a successful issue consists principally of office-bearers of the Glasgow and West of Scotland Amateur Photographic Association, among whom is Mr. W. J. B. Halley, West of Scotland representative of Messrs. Raines, Clark & Co., Edinburgh, who is Treasurer of the Association, as well as Honorary Treasurer for the Exhibition. Amongst the prize-takers are Dr. Leslie Buchanan, Glasgow (bronze medal in the Scientific Section), and Dr. George MacDonald, of Southall, who has taken the silver medal

for some exquisite studies of white roses. Both the medals for lantern-slides have gone to the United States. The Scientific Section exhibits are largely made up of photomicrographs, but it was some fine radiographs by Mr. Robert Ayton which obtained the silver medal. Dr. Buchanan's contributions were a series of photo-micrographs of sections of the human retina, parasites, &c. In a course of lectures in connection with the Exhibition, there are two pharmaceutical adepts—viz., Mr. W. L. Howie, F.C.S., who on Tuesday evening delivered his lecture on "From Mont Blanc to the Matterhorn," and Mr. J. Pattison Gibson, of Hexham, who lectured on Wednesday on "The Roman Occupation of Northern Britain and the Roman Walls from Sea to Sea," and on Friday (17th) on "St. Cuthbert and Lindisfarne" (Northumbrian coast). The Exhibition is open daily from 10 A.M. till 5 P.M., and from 7 till 10 P.M.

### French News.

(From our Paris Correspondent.)

INTERNATIONAL MEDICAL CONGRESS.—It has been decided that the next Congress will be held in Paris in the year 1900.

SOCIALISTIC TRADING.—The Roubaix Municipal Council, foiled two years ago in their attempt to establish a municipal pharmacy, have just voted 40,000 francs for the establishment of a municipal bakery. The Prefect will probably once more quash their decision.

FRENCH PARCELS POST.—From September 15, the French Parcels Post will accept packets up to 10 kilos. (nearly 22 lbs.) weight. The inland rate will be 1f. 25c. for delivery at any railway station, or 1f. 50c. for delivery to the door of consignee. Up to the present, the limit has been 5 kilos.

SCALP DISEASES FROM HAIRDRESSING SALOONS.—Dr. Bouchard, president of the Paris Hygienic Council, has issued a circular to hairdressers recommending certain sanitary precautions to prevent the spread of scalp diseases—nickelled combs, sawdust spread on the floor, which should be swept after each customer, &c.

ENDOWMENT OF DISCOVERY.—The Académie Française has accepted the legacy of half a million francs bequeathed by M. Pierre Lasserre to found three prizes. One is for music, one for literature, and the third for a scientific invention or discovery. The last will be awarded annually or otherwise by the Academy of Sciences, which already disposes of so many important sums. The new prize should be worth about 200 francs yearly.

THE NEW CARBIDE OF CALCIUM FACTORY at Notre Dame de Briançon is described by *La Nature* as "the most important, and certainly the best fitted up," in existence. In this mountainous corner of the Savoy exist a couple of torrents, whose force is estimated at from 7,000 to 15,000 horse power, according to the season and weather. A minimum of nearly  $1\frac{1}{2}$  cm of water per second is always available. A dam has been constructed 1,300 yards from the factory, and 230 metres above its level.

THE HOLIDAY SEASON has its usual effect on the attendance at the Academy of Sciences. During the last few weeks M. Chatin has presided over very small gatherings, but seldom has been seen such a "beggarly array of empty benches" as last Monday, when the members present might have been counted on one's fingers. M. de Cyon, in a paper on the thyroid glands, said they transformed the iodine salts (which exercise a paralysing action on the heart and circulation) into iodothyryin, an organic combination which on the contrary accelerates the action of the heart.

ALL ABOUT THE ACANTHACEAE.—Besides the regular school prizes, consisting principally of books and medals, the Paris School of Pharmacy annually awards six or seven "foundation" prizes—among others the "Menier" *materia medica* prize, 24*l.*, and a silver medal. The subject is annually decided by the school authorities, and this year the family of Acanthaceae was selected. M. Dethan, the prize-winner, is preparator of the *materia medica* class at the school, and instances 70 medicinal varieties of these plants, most of which do not appear in any *Pharmacopoeia*.

**A PRIZE TONIC.**—A Parisian "medical" journal, which devotes itself to the propagation of the gospel of "vitalism," recently invited French pharmacists to produce "a tonic and reconstituent formula, containing no substance heterogeneous to human nutrition," susceptible of being kept for a length of time, "suitable and harmless alike to youth and age," and "of which the dose might be doubled without danger." It now states that 2,223 replies have been received (there are only about 8,000 pharmacists in all France). Three weeks are to be devoted to the "study and testing" of the medicament before the prize-formula is published.

**THE ANTI-TETANUS SERUM.**—M. Nocard, of the Alfort Veterinary School, has distributed 7,000 vials of his anti-tetanus serum to "vets." throughout France during the last two years. This represents sufficient serum to treat 3,500 cases, each vial containing 10 c.c. Of 2,727 animals inoculated (mostly horses, mules, and donkeys), some 2,300 injections were made immediately after a surgical operation (castration, tail-docking, &c.), and not one case of tetanus was reported. Cases are cited where individuals, who regularly lost a dozen to forty horses per annum by tetanus, have now succeeded in avoiding this serious inconvenience by the use of M. Nocard's serum.

**NON-PHOSPHORUS MATCHES.**—On September 14 the Aubervilliers (Government) match-factory commenced the manufacture of the "matches without phosphorus," invented by M. Pouteaux, chemist, at Dijon. Two years ago, alarmed at the spread of necrosis in its insanitary match-works, the French Government invited samples of non-phosphorus matches. Four of the samples submitted were adjudged worthy of consideration, and a quantity was bought from three manufacturers, retailed to the public, and found unsatisfactory. M. Pouteaux not being able to manufacture himself, the Government have undertaken the experiment. The active principle of his system is permanganate of potash.

**WHOLESALE QUANTITY OF COD-LIVER OIL.**—The Court of Cassation has decided that cod-liver oil, being an object of alimentary and industrial use as well as a medicine, may be legally sold by non-pharmacists. The prosecutor in this case was the Pharmacists' Syndicate of the Somme. French grocers and druggists are permitted by law to sell "simple drugs" wholesale only. Cod-liver oil being only taken by spoonfuls, the Court held that the purchase of it by the litre was a wholesale transaction. The same judgment laid down that the sale of cinchona wine "is justly forbidden to grocers and druggists." This still further complicates what was already a very vexed question, for the Court has on several occasions refused to convict when the wine has only contained a small percentage of the drug, holding that it was merely a "hygienic beverage," not a medicament. In fact, as a pharmacist tersely put it, the wineshops, &c., which sell honest cinchona wine are convicted, while those who draw custom by announcing as "cinchona wine" a beverage which has little or no tonic effect escape altogether.

## Colonial and Foreign News.

**FLORIDA SPONGES FOR LONDON.**—It is reported that "for the first time in its history" Florida is shipping sponges to the London market. The variety chiefly sent over is the grass sponge, which, in good quality, is worth from 40c. to 50c. a bunch.

**CHEMICALS FOR MEXICO.**—The imports of chemical products into Mexico amounted to 338,487*l.* worth in 1893, against 304,623*l.* in 1895. A noticeable feature in this branch of trade was the great increase in paints and colours, of which in 1895 only 27,812*l.* worth were imported, while in 1896 this section represented a value of 64,063*l.*

**CHILIAN NITRATE-DEPRESSION.**—The nitrate-industry in Chili is in a bad way, and is seriously affecting the revenue and trade of that country. Large numbers of workmen are leaving the nitrate-districts, and are moving south, where at the present time there is little demand for labour, wages being also lower. The Government is being asked to provide work for the unemployed, but as yet nothing has been done.

**CHOLERA IS VIRULENTLY EPIDEMIC IN JAVA.**—A report from Kasri, where it is raging, states that all those who were attacked and were treated by Dr. Charloin's powders recovered within forty-eight hours. The powders consist of muriate of quinine 0.5 gramme, tannic acid 1 gramme, hydrochlorate of morphine 1.5 milligramme—to be given to adults for two days, morning and evening. After taking the first few powders the evacuations in most cases were stopped.

**IMPORTS INTO CHINA.**—The following figures refer to the imports of foreign pharmaceutical goods into China during the years 1896 and 1895. The figures for 1895 are given in parentheses:—Opium, 48,930 piculs (51,525); quicksilver, 1,505 piculs (1,219); cloves and spices, 32,359 piculs (34,146); aniline dyes, value 1,546,100 Haekwan taels (859,483); medicines, 670,988 H. taels (711,424); morphia, 106,451 oz. (87,022 oz.); perfumery, 70,856 H. taels (58,003); soaps, 519,924 H. taels (356,529).

**GERMANY'S COMMERCIAL TRAVELLERS.**—Switzerland is evidently a profitable country for the enterprising German traveller, judging from the number that are attracted there. In 1896 there were 4,496 active foreign agents, of which nearly 3,000 were of German origin. France was represented by 1,031, Italy 235, Austria-Hungary 129, and Great Britain creeps in with a modest 50. Of Germany's agents 918 travelled for textile houses, 403 metal-works, 344 paper-factories, 197 food-producing concerns, 181 chemical, and 165 hardware, establishments.

**THE AUSTRALASIAN ASSOCIATION FOR THE ADVANCEMENT OF SCIENCE.**—At a meeting of the Council held towards the end of July, Mr. R. T. Bellemey was nominated Vice-President in Section B, Chemistry, so that he may be in a position to communicate officially with any persons who he thought would help in the pharmaceutical sub-section of Section B. Mr. Bellemey has solicited the co-operation of Mr. C. R. Blackett, President of the Pharmacy Board in Victoria, Mr. J. H. Young, Registrar of the Pharmacy Board of South Australia, and Mr. George Watkins, member of the Pharmacy Board and Council, in Brisbane, to work up interest in their respective colonies.

**CHINESE WOOD OIL.**—This oil is obtained from several trees, but the seed of *Aleurites cordata* yields most of it. The U.S. Consul at Shanghai reports that the principal place of export is Hankow, whence, in 1895, there were 290,631 piculs (38,741,112 lbs.) shipped, chiefly to the Chinese ports, the value of which amounted to 1,453,156 taels (about 270,000*l.*). Small quantities were exported from Kiukiang and Canton also. During the same year there was imported at Shanghai a quantity estimated at 90,385 piculs (12,048,320 lbs.), valued at 488,078 taels (\$7,000*l.*), of which more than 35,000 piculs were re-exported. The oil is used chiefly in caulking ships, and has recently been exported as a varnish-material to take the place of linseed oil.

**SALE OF COCAINE.**—The Illinois State Legislature, following other States in abhorrence of the cocaine habit, has enacted a law making it illegal for any druggist or other person to retail or sell or give away any cocaine hydrochlorate or other salt of or any compound of cocaine or preparation containing cocaine, or any salts of or any compound thereof, excepting upon the written prescription of a licensed physician or licensed dentist, which prescription shall be filled once only. This will not apply to sales in wholesale quantities by manufacturers and dealers, when the packages containing the cocaine preparations are properly labelled. The penalty attached to violation of the Act is a fine of not less than \$10 nor more than \$50 for the first offence, and not less than \$15 nor more than \$200 or imprisonment not exceeding thirty days for each subsequent offence.

**THE VALUE OF ACCURACY OF STATEMENT.**—The Hamburg firm of Wasmuth & Co. advertise in Germany a preparation for removing stains called "opal." The editor of the paper published in Frankfort-on-Main warned his readers against the use of "opal," whereupon Wasmuth & Co. entered a suit against him for libel. The lower Court acquitted the editor. Messrs. Wasmuth appealed, whereupon the higher Court ordered the official chemist to examine "opal" and report upon it. The report was to the effect that although "opal" was a

useful article for removing ordinary stains, it was not by far so efficacious as benzine in removing grease-spots, besides being twice as costly. Statements in Wasmuth's advertisements, such as the describing "opal" as the "best and cheapest liquid stain-remover," were therefore exaggerations. After considering this report, the Court dismissed the appeal with costs.

**FORMALDEHYDE IN BORNEO.**—Dr. A. W. Nieuwenhuis, a Dutch explorer, who has recently returned from a successful journey across Central Borneo (this being, we believe, the first occasion upon which the island of Borneo has been traversed from coast to coast), has written home that the whole of his botanical collection, including thirty-three varieties of living plants, an herbarium of 1,800 specimens, and a quantity of seeds, has arrived safely and in good condition at the end of his journey. Dr. Nieuwenhuis has used formaldehyde as a preservative for his collection, instead of alcohol. This is, we believe, the first occasion upon which formaldehyde has been so employed in tropical exploration.

**MEDICAL PATENTS AND TRADE-MARKS.**—Mr. R. K. Smither, President of the New York State Pharmaceutical Association, has strongly advocated the modification of the patent and trade-mark laws of the United States, so as to prevent the "protection" of remedies. The Association endorsed his views. Mr. Smither said:—"It is a rank injustice to the sick and suffering of the American people that certain chemical products, which are but the natural evolution of the chemistry of the age, should be sold at wholesale in the United States under the 'protection' of our patent and copyright laws, at the arbitrary and fictitious prices which are demanded for them, and which are in some instances thirty or forty times the expense of manufacture. If these articles were divested of this 'protection' and sold as they are in Germany, France, Canada, and elsewhere, upon a basis of a reasonable profit upon their cost of production, the American pharmacists would make a better percentage upon their sales, and the American consumers would save millions of dollars which now go to enrich the foreign manufacturers and the importing-agents of these patent articles." It was resolved to urge the American Pharmaceutical Association to memorialise Congress for an alteration in the law in the direction indicated.

**STRYCHNINE FOR SANTONIN.**—A very sad poisoning-case is reported from Shanghai. Wilfrid Arthur, the child-son of Mr. John Chambers, seemed poorly on the first Sunday of August. Dr. Carl Zedelius was called in, and ordered a dose of castor oil. Next day he found that the child had passed a round worm, so he prescribed two powders of santonin and sugar. These were obtained at Messrs. Voelkel & Schroeder's Pharmacie de l'Union, Shanghai. The child got one of them, became ill soon after, and quickly died in convulsions, in spite of all that Dr. R. H. Cox could do. The remaining powder was analysed by Dr. Albert Scholvién, and he found no santonin but strychnine nitrate in it, which alkaloid was also found in the viscera of the dead child. Mr. H. F. Brady, the British Vice-Consul and Coroner, investigated the matter, and at the adjourned inquest on August 10 the jury, after hearing all the evidence, concluded that the child "met his death by the administration of a powder, made up by Voelkel & Schroeder, which contained strychnine instead of santonin, as prescribed by Dr. Zedelius." Mr. Voelkel was present in court, but declined to say anything, as the matter is to be investigated by the German Court, and there was no explanation at the inquest as to how the strychnine took the place of santonin. Drs. Cox and Zedelius saw a Mr. Simpson, in the Pharmacie de l'Union, but he said that he had not compounded the prescription. Referring to the matter, the *China Gazette* says it is "high time that steps were taken to prevent the wholesale vending of poisonous drugs by ignorant and unqualified Chinamen who have lately gone into the foreign chemists' business on a large scale in the settlements."

**THE ILLINOIS PHARMACEUTICAL ASSOCIATION** does not approve the suggested introduction of doses in the U.S. Pharmacopoeia. It also recommends dropping from the official list all liquors and wines known as beverages and the official preparations of which they are component parts. Should, however, it be necessary to retain any of these, then alcohol or acetic acid should be used.

## American Pharmaceutical Association.

**MINNETONKA.** where the members of this Association—or rather 200 of them—met last month, is not so far west as San Francisco; but the journey was quite as formidable to many, and, as reported last week, some of them took it in sections. However, they all got there in time to hear President J. E. Morrison deliver his address on the afternoon of Tuesday, August 24. The proceedings of the Association differ from those of the British Pharmaceutical Conference in several respects, although the spirit that pervades the whole is the same: there is more sociality than science, and the latter is tolerated because it is respectable and traditional. The Association has a President whose business is the business of the body, which is divided into three sections—viz., commercial, education and legislation, and scientific—and each of these has its own chairman. Thus four presidential addresses have to be listened to, and three sets of papers have to be arranged for. The proceedings at Minnetonka began with a business or general session, and it took three representative men to give the Association a welcome, so hearty was it, for was it not to

The land of the Dakotas,  
Where the falls of Minnehaha  
Flash and gleam among the oak trees,  
Laugh and leap into the valley.

### THE PRESIDENT'S ADDRESS.

Professor J. E. Morrison, who presided on this occasion, is a Waterford man by birth, and a Canadian in upbringing and education. Into his thirty-five years of life he has managed to press many things; for example, arts graduation at Laval University; experience of American and Canadian retail pharmacy; ownership of a pharmacy in Troy, N.Y., and Cookston, Minn.; then work in the wholesale, as Messrs. Lyman, Sons & Co.'s laboratory manager; educational experience, as Professor of Botany to the Pharmaceutical Association of Quebec, and as an examiner to that body, to all of which he has added some practice as a journalist, the *Canadian Pharmaceutical Journal* now claiming him as editor. To all these accomplishments he last year added a successful local secretaryship to the A.P.A. when it visited Montreal, and his fellow-members thought so well of him in consequence that they elected him President. Hence also the fancy portrait, which we crib from *Meyer Brothers' Druggist*. The first note of universal interest in Professor Morrison's address referred to

the membership of the Association, which is 1,800 at the most—perhaps only 1,500. It is estimated (by an A.P.A. committee) that there are 51,000 druggists in the United States and 2,000 in Canada. Mr. Morrison thought 1,800 is not enough of these to be connected with the A.P.A., and urged the need of bringing the figure up to 5,000; and he thought that could be done by each member trying to get others to join. He then cast a hungry eye upon the papers read at the State Associations by members of this national Association, and suggested that they should be printed, at least, in the A.P.A. "Proceedings." He touched again upon the question of membership when he said that the falling-off is "due simply to the changed and changing condition of pharmacy." The pharmacist, originally a manufacturer and a combination of chemist, botanist, and merchant, has allowed the last mentioned to greatly overshadow



J. E. MORRISON, Ph.C., F.C.S.,  
F.R.N.S. niM

the others, and has become almost entirely a dealer in patent medicines, toilet-articles, soda-water, and drugs. The laboratory is not to be found in connection with modern pharmacy. Everything which should be made is bought from the wholesaler or manufacturer. Pharmacy as a profession is apparently a thing of the past, and is now but a trade or mercantile pursuit. But we are now going through one of the transition stages in the process of evolution which governs all things, and we will find our present trouble to have been a fire of purification in preparation for a new era in which pharmacy will be differentiated into a profession and a trade. We see evidences of this in the pharmaceutical journals and the colleges. We find the former devoting a large amount of space to the matter of advertising and other strictly commercial topics, showing that the mercantile feature is rapidly developing. On the other hand, we find that the colleges are increasing the number and length of their courses. Subjects which some years ago were thought unnecessary or useless are now included in their curricula, and pharmacy by them is regarded as a profession alone." Professor Morrison elaborated these observations regarding the commercial tendency in pharmacy, and its present depressed condition, saying that, as far as he could see, "there is only one way out—i.e., to return to pharmacy proper, devote more attention to the laboratory, cultivate more cordial feelings with the medical profession, and strike for higher ideals. The higher the standard we set up, and the closer we approach to it, the greater will be the esteem in which we will be held by the public."

Professor Morrison proceeded to advocate the institution of a preliminary examination in general education for those entering pharmacy, because at present it is the almost universal American custom to take any boy applying for a position without any examination as to his mental equipment and general fitness for the profession; and if he does his work reasonably well he is promoted from errand-boy to clerk, and then to dispenser. The sale of alcoholic liquors by pharmacists was also touched upon, and he recommended that whisky and brandy should be omitted from the Pharmacopoeia; but the meeting would not have that. The address concluded with some trenchant remarks regarding the patent laws of the United States, which allow such articles as phenacetin to be patented and high prices charged for them, as the following prices show:—

|              | U.S.A.     | Canada.    |
|--------------|------------|------------|
|              | Per oz.    | Per oz.    |
| Phenacetin   | ... \$1.00 | ... \$0.35 |
| Sulphonal    | ... \$1.35 | ... \$0.30 |
| Trional      | ... \$1.50 | ... \$1.00 |
| Chloralamide | ... \$0.90 | ... \$0.35 |
| Antipyrin    | ... \$1.40 | ... \$1.10 |

He advocated as a remedy that the U.S.A. patent laws should be made the same as the German, and that pharmacists should co-operate with medical men to get it so.

#### OTHER BUSINESS

transacted at the General Sessions consisted in the restoration of Mr. Fredk. Stearns, of Detroit, to membership of the Association—his name was removed in 1869 for alleged violation of professional ethics; the selection of a place of meeting next year and election of new office-bearers, which matters were dealt with in our last issue. The meeting also adopted a resolution binding the members to use the metric system in all papers that they write.

The committee on membership reported that the numerical strength of the Association is exactly 1,509 at present. The Treasurer's report was satisfactory, for it showed a cash balance of \$2,571.69, as compared with \$1,342.09 last year—a result due chiefly to saving in printing the "Proceedings."

#### COMMERCIAL INTERESTS.

Mr. Hopp, the Chairman of this section, delivered an address, in the course of which he estimated that there are 30,000 druggists in the United States, and that at least half of them would be willing to give \$1 each to get rid of the obnoxious patent law which the President referred to. Mr. Hopp also spoke about the work of the section, which is not quite a success; about cut rates, the U.S.P., 50-per-cent. tinctures, which he longed for exceedingly; and wound up with a statement, regarding the peculiar condi-

tions of registration in that free country, which is too good not to print:—

"A New York pharmacist, registered by examination, is out of a position and finds it impossible to get a situation in his own State. He has an offer from Cleveland, O., which he accepts. This, we will say, occurs in November. Upon his arrival he finds the Board had met there early in October, and the next meeting of said Board will be held in Cincinnati the following January, or two months after his arrival in Cleveland. He must then travel 254 miles to be examined, and after that wait two or three weeks for the Board to finish examining the papers—all this time, nearly three months, according to the strict letter of the law, he cannot practise pharmacy in Ohio."

The only other business which the section did, besides electing office-bearers, was to reject (practically) an appeal from the speciality proprietors' Association for an arrangement in regard to prices. As already mentioned, Mr. Joseph Jacobs, of Atlanta, Ga., a sort of American Jesse Boot, was elected chairman of the section. There was a little scene when this happened, which is thus described by the *Pharmaceutical Era* man:—"Mr. Jacobs was found in the hotel lobby, and on being brought to the platform exhibited a considerable degree of embarrassment at what he considered the anomalous position in which he was placed. He stated he held strong views as to business methods, and that they were well grounded. He thought his election must be a mistake. The body over which he was called to preside had strongly deprecated the practice of cutting, and had spent much time in the effort to devise means for its prevention, and must certainly have made a mistake in electing an arch cutter as its chairman. Several members assured Mr. Jacobs that they were fully aware of his position. The section had tried all sorts of men as chairmen except the cutter, and now wanted to learn wisdom and acute business methods from him. On this Mr. Jacobs accepted the chair, with the assurance that the section should have the benefit of his experience."

#### SCIENCE.

The progress of science in the Scientific Section was astonishingly rapid. From the same source we learn that on Thursday morning the attraction of a trolley ride proved rather too much for the meeting of the section. At an early hour a meeting was called and a motion to adjourn at once put to allow all to participate in the pleasure of the ride. After the departure of the train a little group of the faithful remaining protested in no modest terms against the debauching influences of sight-seeing attractions, but a large percentage of these were angry because they had not been notified of the action in time to avail themselves of it. It seems, however, that Mr. Alpers, of New York, Chairman of the Section, had an attack of remorse, for he climbed off the train at the first stop and walked back to the hotel, where a meeting was called at 9.30 A.M. The Chairman announced that his annual address was ready, but preferred to postpone its reading until the evening session.

Professor Caspari (Secretary of the Association) presented the report of the Committee on Indicators, which was read in abstract.

The report of the Committee on Scientific Research was presented, and the reading deferred until the evening.

Professor Beal suggested that all papers the authors of which were not present should be read by title. Agreed, and the following papers were so read:—

"Standard for Linseed and White and Black Mustard-seed," by J. U. Lloyd

"Comparative Structure of Hyoscyamus, Belladonna, and Stramonium Leaves," by J. O. Schlotterbeck.

"Examination of Powdered Vegetable Drugs," by Henry Kraemer.

"Sulphur Precipitatum," by T. D. Reed.

"Selenium in Commercial Sulphur," by T. D. Reed.

"Is Glucose or Grape Sugar of any Value as a Preservative in Syrup of Hydroiodic Acid and Syrup of Ferrous Iodide?" by David Walker.

"Gelsemic Acid," by V. Coblenz.

"A Chemical Bibliography of Morphine," by A. B. Prescott and H. E. Brown.

"The Effect of Temperature upon Percolation," by H. de Forrest Smith.

Session adjourned, and a second called immediately at which the election of officers was postponed until evening. The session adjourned at 10.10 A.M. Truly it was the region of laughing waters that the meeting was held in. Two sessions, two reports, and nine papers disposed of in less than three-quarters of an hour is a record!

## A Coolgardie Pharmacy.

THE annexed picture represents the oldest-established pharmacy in Coolgardie, Western Australia. But it is not very ancient after all. Mr. Meyer commenced business as a chemist and druggist in October, 1892, about a week after Bayley's gold discovery was made known. His original



establishment was a little calico tent, which he set up in the field close by the miners. His stock consisted of about 5*l.* worth of drugs packed in a beer-case. The lid of the beer-case, supported on four pegs, had to serve as dispensary and counter. The 5*l.* worth of stock did not include any dispensing-bottles, an omission the inconvenience of which it is difficult for chemists who have always had them at hand to realise. For months Mr. Meyer had to remedy this defect by making rounds through the camp, picking up sauce and pickle bottles wherever he could come across them to use for dispensing-purposes. The sauce-bottles answered admirably, having glass stoppers; the pickle-bottles were not so handy, but a roll of paper had to serve as a cork. Water was a great difficulty; it cost 2*s.* 6*d.* per gal., and a gallon per twenty-four hours was only to be procured by a few hours' loss of time daily, as there was such a rush for the precious fluid. Empty packing-cases were sold at 1*s.* per lb. weight. To send to Perth for drugs and to get them would take from three to five months, and the freight rate was 50*l.* per ton. There was no doctor at the camp at that time, and the chemist had to fill his place in many emergencies, and to deal sometimes with serious accidents. It was six months before the first medical man made his appearance on the field. Coolgardie with its suburbs has now a population of 17,000 souls, and there are five pharmacies in the place, some very handsome ones. The town is a model one. There is rail service with Perth, streets and shops are lighted by electricity, the telephone is established, and in July, 1896, Mr. Meyer was giving demonstrations of the Röntgen rays. Shortly afterwards the place reeked with kinematographs. In a letter to us Mr. Meyer states with some degree of melancholy that Coolgardie is a most salubrious spot, and the residents, mostly male adults, are wickedly robust. There has been some trouble, however, with typhoid in the summer, and with a mild form of influenza and chest-troubles in winter. The General Hospital, which is entirely managed and financed by the Government and has 200 beds, absorbs a good many of those who would otherwise be the chemists' customers in their outdoor dispensary, so it is not quite such a soft thing for the enterprising pharmacist as people might imagine. There are also friendly societies in abund-

ance, the medical men undertaking their medicine-supply at from 8*s.* to 10*s.* per year a member. Prices for druggists' goods and dispensing are similar to those of an inland town in Queensland; hours are also similar—viz., from 8 A.M. to 10 P.M. weekdays. Salaries for assistants from 2*l.* 10*s.* to 4*l.* per week, according to qualifications and requirements. Living is expensive, and cannot be done under 2*l.* per week. Good assistants are always to be had in Perth, as a great many come to Westralia from the eastern colonies in the hope of improving their prospects, which in many cases means the proverbial plunge from the frying-pan into the fire.

## A Madras Pharmacy.

WE published recently a little sketch of the new pharmacy which Messrs. W. E. Smith & Co. now occupy at Mount Road, Madras. It is such a palatial establishment that we are glad of the opportunity of showing a more detailed picture of it, which we reproduce from a photograph lately received by Messrs. John Murdoch & Co., Leadenhall Street. The main building covers an area of 10,801 square feet, and has an upper storey of the same area. The front is 86 feet in length, while the sides on Mount Road and Patters Road are each 128 feet in length. The towers which flank the front are each 14 feet square at base and 80 feet in height. The building contains a showroom, 52 feet by 31 feet, which has a gallery on all four sides 8 feet in width. This gallery is supported on cast-iron columns on three sides, and on the fourth side is above the front verandah. The floor of the showroom is laid with Minton tiles, and the ceiling is groined, with a geometrical pattern in the centre, on Willesden paper, hand-painted. The cast-iron columns and the gallery railing are painted and gilded. The height of this room is 38 feet.

The dispensary is a large room 21 feet broad and 30 feet long. This room is fitted with every convenience for dispensing. The Mount Road wing ground floor is occupied by the clerical establishment, and by a large showroom for optical and scientific goods. The Patters Road wing ground floor is a laboratory, the necessary apparatus for which is now on the way out from England.

The assistants' quarters are on the first floor of the Patters Road wing. The buildings are Indo-Saracenic in style, and the best stock bricks with Sholinger stone have alone been



used in construction. There are four hydrants about the buildings in case of fire.

The aerated-water factory ground floor occupies an area of 11,040 square feet; the first floor will be about half that area. The apparatus for the manufacture of aerated waters will include a large boiler, in which all water to be aerated will be boiled before filtration, and a sterilising boiler, in which all empty bottles will be subjected to the action of steam under high pressure. The bottling-room and bottle-storeroom will be supplied with filtered air brought through a tower 60 feet in height, all other external air being excluded.

## Legal Reports.

### SALE OF FOOD AND DRUGS ACT.

SP. ETH. NIT.

AT Bingham (Notts) Petty Sessions, on September 9, William Case, grocer, East Bridgford, was summoned for selling sweet nitre which the analyst reported consisted of 58 parts of sweet nitre and 42 parts of added water. Defendant said he sold the sweet nitre in the same condition as he received it. Fined 3*l.*

### TINCTURE OF RHUBARB.

THOS. DAVIES, of Horton-in-Ribblesdale, was summoned at Ingleside, on September 10, for selling 4 oz. tincture of rhubarb certified to have been deficient in alcoholic strength and destitute of saffron. Defendant said he purchased it from a chemist at Skipton, but got no guarantee with it except that it was good. Inspector Randerson said that as the chemist from whom defendant purchased the article was dead he would be satisfied if the defendant would pay the costs, amounting to 1*l.* 14*s.*, and destroy the remainder of the drug in his possession. The Bench agreed to this course.

### "OLIVE OIL."

THE Islington Vestry is about to have another shot at the man who sold cottonseed oil as olive oil, as reported in our issue last week. The summons against the tradesman was dismissed on the technical ground that olive oil is a food as well as a drug; and as the Vestry relied alone on the fact of its being a drug, Mr. d'Eyncourt dismissed it, giving an opinion at the same time that a medical man would not go to a grocer's shop for a fivepenny bottle of olive oil. On Thursday Mr. Bramall, solicitor to the Vestry, asked Mr. Mead (the presiding Magistrate at North London Police Court) for a summons against the same man for selling cottonseed oil as a food, instead of "olive oil" as asked for. Mr. Mead granted the summons, and thought it had better come again before Mr. d'Eyneourt.

## Bankruptcies and Failures.

*Re* GEORGE FREDERICK UNDERWOOD, 197 and 199 Kennington Road, S.E., trading as G. D'Alberte & Co., Wholesale and Export Perfumer and Manufacturing Chemist.

THE examination of this debtor took place at the London Bankruptcy Court on September 14 before Mr. Registrar Linklater. His debts are reported at 482*l.* 13*s.* 6*d.*, and assets 21*l.* 1*s.* 8*d.* The debtor said he commenced business in July 1895 with 60*l.* capital, 10*l.* of which he had borrowed. He adopted the trading style of G. D'Alberte & Co., being of opinion that it was more distinguished than that of Underwood, and more likely to bring in business. His failure was partly caused by illness, which kept him away from business during two months of last year. He had spent 180*l.* in printing labels, &c. He had been pressed by creditors throughout the present year, but did not realise he was insolvent, because there was a good deal of manufactured stock on the premises, and he hoped to make a success of the business when it was properly established. His drawings from the business were 30*s.* weekly at first, but they were subsequently reduced. In April and May last he returned certain goods to creditors, because he found he could not pay their accounts. This was his first failure. Questioned by creditors the witness admitted that he had allowed the impression to be made that he was only manager of the business, and was not the actual proprietor. The examination was ordered to be concluded.

*Re* DERBYSHIRE MAYALL, Dickinson Street, Manchester, Chemical Merchant and Draysalter.

UNDER this failure accounts have been filed showing gross liabilities 7,723*l.* 6*s.* 4*d.*, of which 3,242*l.* is to unsecured

creditors. The net assets are estimated at 807*l.* 4*s.* 7*d.* The causes of failure, as alleged by debtor, are "law-suit, ill-health, losses on contracts." Debtor states that he started business at 94 Market Street, Manchester, in April, 1893. He had then overdrawn 201*l.* at the bank, but had a claim of about 600*l.* against his previous employers; he commenced proceedings for the recovery thereof, the action being finally decided against him in the autumn of 1896, and the costs of the action amounted to 710*l.* He also states that he has often been incapacitated from attending to his business by ill-health, and that his brother Robert had then full control of the business. The following are creditors:—

|                                                     | £ s. d.  |
|-----------------------------------------------------|----------|
| Barlow, Jas., Radcliffe ...                         | 105 6 0  |
| Baxter, Fred., Manchester ...                       | 16 12 5  |
| Boehringer, C. H., & Son, Niederingelheim ...       | 348 10 5 |
| Book & Edgar, Manchester ...                        | 320 0 0  |
| British Explosives Syndicate (Limited), Glasgow ... | 519 0 0  |
| Bryce & Rumpf, Manchester ...                       | 19 0 10  |
| Dexter, A., & Co., London ...                       | 51 5 0   |
| Hehner, O., London ...                              | 18 18 0  |
| Heywood, Wm., Manchester ...                        | 95 6 6   |
| Imbert, B., & Co., Manchester ...                   | 67 19 5  |
| Mayall, Charlotte, Manchester ...                   | 617 16 6 |
| Renault, E., & Co., Paris ...                       | 871 2 1  |
| Sturge, J. & E., Birmingham ...                     | 51 16 4  |
| Tobias, A. J., & Co., Manchester ...                | 41 4 10  |
| Urathall & Co., Liverpool ...                       | 11 7 0   |

### Fully-secured Creditor.

Manchester Trust (Limited), Manchester 1,083 0 11

### Partly-secured Creditor.

|                                                                                                   |             |
|---------------------------------------------------------------------------------------------------|-------------|
| Bankers, Manchester (estimated value of security, 1,357 <i>l.</i> 14 <i>s.</i> 10 <i>d.</i> ) ... | 1,595 12 11 |
| Liabilities on bills, not expected to rank 1,766 0 10                                             |             |
| Preferential creditors, for rent ...                                                              | 32 18       |

## Gazette.

### THE BANKRUPTCY ACTS, 1883 AND 1890.

#### RECEIVING ORDER.

Bayliss, Walter Lionel, Stoke-upon Trent, dealer in drugs.

#### ADJUDICATIONS.

Leggett, William James, Leigh, Lancashire, chemist.  
Morton, H., Parade buildings, Deptford Bridge, chemist.

## New Companies and Company News.

**WALKER, WALLIS & CO. (LIMITED).**—Capital 10,000*l.* To acquire the business carried on as "Walker & Co." at Wellington Works, Hull, and to manufacture, sell, and deal in soap, blues, blacklead, metal-polish, starch, matches, oil, tallow, fat, grease, chemicals, patent and proprietary articles, &c. Registered office, 26 Wellington Street, Hull.

**ASSURANCE AGENTS' MEDICAL AID COMPANY (LIMITED).**—Capital 2,000*l.*, in 10*s.* shares. Objects: To establish and carry on the business of a medical aid society and of an industrial assurance company (except life assurance), and to carry on the business of chemists, druggists, and opticians. The first directors are Robert M. Adams, Thomas E. Lawrenson, David Thompson, E. Hortou, Patrick J. Kelly, Harry Brown, Richard W. Pritchard, and John McCraiken. Qualification, 1*l.* Remuneration, 120*l.* per annum, divisible. Registered office, 57 Hunter Street, Liverpool.

**ICKE & SHARP (LIMITED).**—Capital 100,000*l.*, in 10,000*l.*-per-cent. cumulative preference shares of 5*l.* each, and 50,000 ordinary shares of 1*l.* each. To acquire the business carried on by Icke & Co. (Limited), at Lawley Street and Fazeley Street, Birmingham, and at Cleveland Street Wolverhampton, and the business carried on by William Sharp & Sons (Limited), at Vincent Parade, Balsall Heath, Birmingham,

and to carry on the business of wholesale and retail confectioners, dry-alters, chemists and druggists. Registered office, the Central Confectionery-works, Vincent Parade, Balsall Heath, Birmingham.

THE RALEIGH TOBACCO COMPANY (LIMITED).—Capital 5,000*l.*, in 1*l.* shares, is formed to establish and carry on the business of dealers in tobacco, toys, typewriters, telephones, automatic machines, bathing-machines, cycles and motor-cars; to carry on hotels, theatres, and many other such enterprises; to undertake the businesses of hairdressers, nurserymen, builders, butchers, bakers, confectioners, chemists, drysalters, fruiters, game-dealers, poulterers, fishmongers, printers, publishers, stationers, newsagents, newsvendors, clothiers, auctioneers, surveyors, furniture-dealers, brewers, wine and spirit merchants, mineral-water manufacturers, advertising agents, commission agents, and any or every other business they may think proper to undertake. Registered office, Albermarle Chambers, 50 Fowler Street, South Shields.

PRICE'S PATENT CANDLE COMPANY (LIMITED).—The directors have declared a dividend for the half-year ended June 30 of 15*s.* per share free of income-tax. The profit of the first half-year of 1897 was less by 2,000*l.* than the profit for the corresponding period of 1896. Accordingly the dividend is only 15*s.* instead of 16*s.* as last year. The reason of the falling-off is the excessive competition in the prices of candles, and the consequently reduced profits.

## Novelties.

### "SWEET KISS" JAPANESE SACHETS.

MESSES. POTTER & CLARKE are responsible for these. They yield a rich and lasting odour to handkerchiefs, writing-paper, or other things with which they are associated, and sell at 1*d.* per packet.

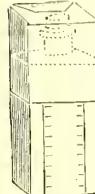
### A BOTTLE-CASE.

MR. CRAVEN, of Pontefract, has obtained provisional protection for a small but useful invention—viz., a little cardboard case to place over the shoulder of a bottle in order to make a square parcel. It is a decided improvement upon the piece of cardboard generally used to place above the cork, for the bottle-case has all the advantages of a carton without its cost. We observe that the sample sent to us has printing upon it, and this suggests that it may also be used for advertisements. The cases are made in several sizes, and fold for convenience in packing.

### EXT. COCAE LIQ. MISCELL ( "TWO IN ONE.")

THE manufacture of coca-wine straight from the leaves is now rapidly giving way—at least on the retail scale—to the use of a liquid extract of coca. One objection to using extract for leaves is that its alcoholic strength is much in excess of that of the wine, which it needlessly fortifies. Messrs. Wright, Layman & Umney, Southwark Street, S.E., have overcome that objection by preparing a miscible liquid extract of the leaves each fluid ounce of which contains the active and soluble principles of 2 oz. of the leaves. We are not in a position to say whether the preparation is made by percolation or another process; but we note that the aroma of the leaves, natural and unimpaired, is present in the extract, and it is exceptionally rich in unaltered cocaine. The preparation mixes clear with wines and saccharine-solutions, and chemists will find it a good preparation for making either excisable or non-excisable coca-wine.

SMELLING "SALTS."—The fishy boatmen at the seaside.



## Trade Notes.

THE Matto chain retails at 7*s.* 6*d.*, not 5*s.* as stated in our last issue.

As an evidence of the growing popularity of the Edme malt-extract, the proprietors of which boast that they make it in England and from English-grown barley exclusively, we are informed that in September, 1895, the weekly sales averaged 387 lbs.; this month they are reaching 14,000 lbs. per week.

## Business Changes.

*Notices of changes in the retail trade, and opening of new businesses, are inserted in this section free of charge, if properly authenticated.*

THE TIMOTHY WHITE COMPANY have acquired the business at Shanklin, I.W., lately carried on by Mr. Tovey.

MR. JAMES S. PRIOR, PH.C., has purchased the old-established chemist's business at 19 High Street, Stamford, carried on for many years by Mr. J. Dunstan.

MR. ARTHUR JUDGE has recently taken over the business which, for some time prior to the death of the late Mr. T. Ordish, had been carried on under his management at 19 Pear-tree Road, Derby.

MR. JULES DENOUAL, the old-established manufacturer of capsules, of Carlton House, New Cross Road, has transferred his business to Messrs. T. Desuos and C. A. Gazan, who have both had long experience in this kind of manufacture. The firm will continue to trade as Jules Denoual.

MR. W. BAXTER, pharmaceutical chemist, has sold his business at Great Marlow to Mr. Walter Duplock, late of St. Albans. Mr. Baxter will take over the business at Bromley, Kent, carried on for many years by his father, and by his father before him. Mr. Baxter, sen., is retiring.

## Personalities.

MR. COUNCILLOR W. A. WRENN, chemist, Taunton, is exhibiting in his window the gold medal and diploma awarded to him at the International Pharmaceutical Congress at Brussels.

AT the last meeting of the Derby Lodge of Mark Master Masons, No. 302, held at the Masonic Hall, Derby, Bro. C. D. Hart (chemist, Sadlergate, Derby) was installed W.M. for the ensuing year.

MR. JOSEPH HEYMANN, The Golden Mortar Dispensary, 56 Commissioner Street, West Johannesburg, states that he has not, and never had, any connection with the business of Alexander Heymann referred to in last week's South African news.

AN interesting lecture on "The Banks of Erne," by Mr. Alexr. R. Hogg, registered druggist, Belfast, is printed in the *Amateur Photographer* of August 27. It is illustrated with half-a-dozen of the lantern-plates which Mr. Hogg used in the lecture.

DR. R. R. RENTOUL, of Liverpool, who was recently elected a direct representative on the General Medical Council, has resigned his seat on that body. This is a case of the new broom not being allowed to sweep. Dr. Rentoul attended only one meeting, and as he could not get the Council to listen to his schemes of reform he threatened resignation, which blow has now come.

THE direction of the well-known laboratory of the late Professor Fresenius at Wiesbaden has passed into the hands of Professor H. and Dr. W. Fresenius, sons, and Dr. E. Hintz, son-in-law of the deceased scientist. It is stated that the laboratory will be continued entirely on the existing lines. During the last summer-term the school had fifty-four students of various nationalities.

## South African News.

THE RAND DISPENSARY which was figured on page 192 of our Summer issue is carried on by Mr. R. Butters, chemist and druggist. The name of his next-door neighbour was in error placed under the engraving. Mr. Butters is a Dundee man, and served his apprenticeship with Baillie Wm. Doig of that city. He has been out in Africa for a number of years, and is one of the founders and Honorary Secretary of the Pharmaceutical Society of the South African Republic.

AN UNAUTHORISED PRACTITIONER.—A Johannesburg chemist recently, on temporarily absenting himself from his establishment, instructed his native servant to ask any patients who might present themselves to await the chemist's return. During the pharmacist's absence, however, a native entered who wanted a tooth drawn. He was about to go off and have the molar removed at another shop, when the servant told him to sit down, and there and then successfully extracted the tooth, charging 5s. for his professional services. When the employer returned he found the forceps, the tooth, and the money lying on the table.

THE PHARMACEUTICAL SOCIETY OF THE SOUTH AFRICAN REPUBLIC.—Messrs. E. J. Adcock, President, and R. Butters, Secretary, of the Transvaal Pharmaceutical Society, in their second annual report (covering the year ending June 7 last), say that the membership of the Society has considerably increased of late, and now includes, with few exceptions, the leading chemists of the Republic. During the year arrangements have been made with THE CHEMIST AND DRUGGIST, whereby this journal is supplied to all the members and associates of the Society as its official organ. The financial condition of the Society is very satisfactory. The "Rules" of the Society, numbering fourteen, have been printed in the form of a booklet for the convenience of members.

## New Books.

*Lippincott's Medical Dictionary: a Complete Vocabulary of the Terms used in Medicine and the Allied Sciences; on the basis of Thomas's Complete Medical Dictionary.* By Ryland W. Greene, A.B., with the editorial collaboration of Professors John Ashurst, jun., M.D., George A. Piersol, M.D., and Joseph P. Remington, Ph.M., F.C.S. Imperial 8vo. About 1,100 pp. 17. 11s. 6d. (Lippincott.)

*Practical Photography for Amateurs.* Third edition. Small 8vo. 130 pp. Illustrated. Cloth. 1s. (Barclay & Sons, Limited.)

Sommenschein, W. S.—*A Bibliography of Medicine;* being the sections relating to that subject in "The Best Books" and "The Reader's Guide." 4to. Pp. 68. 2s. 6d. (Swan Sommenschein.)

Stedman, T. L.—*Diseases of the Digestive Organs.* (Vols. VIII. and IX. of "Twentieth-century Practice of Medicine.") 22s. 6d. net per vol. (Sampson Low.)

Wormell, R.—*Electricity in the Service of Man: Popular and Practical Treatise on Applications of Electricity in Modern Life* (from German of A. R. von Urbanitzsky). Enlarged by R. Mullineux Walmsley. 950 illustrations. Royal 8vo. Pp. 996. 7s. 6d. (Cassell.)

## Trade-Marks Applied for.

(From the "Trade Marks Journal," September 15, 1897.)

Equestrian statue of Wellington; for chemical substances used for agricultural, horticultural, and sanitary purposes. By J. J. Bowley, trading as S. Bowley & Son, Wellington Works, Battersea Bridge, London, S.W., manufacturer. 206,380.

Portrait of Culpeper in oval; for internal and external medicine for human use. By A. F. Hartshorn, 3 Thessaly Terrace, New Road, Battersea, London, S.W., chemist. 205,831. Essential particular: the device.

"TOTYSON"; for medicines for human use. By the British Medicinal Capsules Company (Limited), 109 Euston Road, London, N.W., manufacturers. 206,587.

Label, device bearing sketch of cyclist, and the word "RUTTIN," &c.; for an emulsion for human use. By the Scottish Drug Depot (Limited), 16 Nicolson Street, Edinburgh, &c., manufacturing chemists. 205,285. Essential particular: the device.

"TINIT"; for adhesives, being paste or mucilage for mounting photographic prints, and the like. By W. E. Henry, 6 Finsbury Avenue, London, E.C., civil engineer. 206,699.

"SWEET PEA"; for detergents, ammonia, and bleaching-preparation, for laundry purposes. By Clarke's Ammonia-works (Limited), Green Street, Ayr, manufacturers.

## Marriages.

JAMES—HOPWOOD.—On August 17, at the church of St. Mary Magdalene, Elmstone, near Cheltenham, by the Rev. George Bayfield Roberts, M.A., Clarence Hiley James, A.P.S., son of Mr. Joseph James, M.P.S., of 5 Promenade, Cheltenham, to Ella Mabel, only daughter of Mr. William Hopwood, late of Cheltenham.

MAW—MCNAMEE.—On September 15, at the parish church, Kensington, by the Rev. H. H. Lowe, assisted by the Rev. G. T. Maw, brother of the bridegroom, Henry Trentham Maw, M.D., second son of Charles Maw, of Nutfield, Surrey, to Elizabeth, youngest daughter of the late Peter McNamee, Sherwood Foresters, of Dundalk, Ireland.

ROBERTSON—SPIERS.—At Darling's Hotel, Edinburgh, on September 8, James Robertson, chemist and druggist, St. Boswells, to Janet, younger daughter of Mr. John Spiers, builder, Gavinton.

## Deaths.

BARKER.—Mr. T. B. Barker, head of the firm of T. B. Barker & Sons, wholesale druggists, St. John, New Brunswick, died on August 24. Aged 77. Mr. Barker was formerly for many years a clerk in the drug-store of the late Sir Leonard Tilley, whose sister he married, and whom he eventually succeeded in business.

BINDLOSS.—On September 2, Mr. George Frederick Bindloss, pharmaceutical chemist, Carnforth, Brondesbury Park, N.W. Aged 61.

HIGGINS.—On September 7, at Spink Lane, Pontefract, Mr. John Brook Higgins, chemist and druggist. Aged 79 years. Mr. Higgins had resided in the town for nearly forty years, and was connected with the Volunteer movement for twenty-six years, and for eighteen years acted as hospital-sergeant when the battalion was in camp. Two years ago he was awarded the War Office medal in recognition of long service.

SOLOMON.—On September 10, very suddenly, Mr. Edward Solomon, manager of the glass department in the house of Messrs. S. Maw, Son & Thompson. Mr. Solomon had been with the firm for over thirty years. Before he entered on his first engagement with them he was in pharmacy. Mr. Solomon had been in weak health for some years, but was not under medical attendance. On leaving business on Friday evening he appears to have been taken suddenly ill in the street. He turned into the doorway of the Raglan Hotel, Aldersgate Street, and died in a few minutes. A *post-mortem* examination proved that the cause of death was aneurism. He was 58 years of age.

HOW CASTOR OIL IS MADE.—Various methods of manufacturing castor oil are pursued in India by the natives, such as roasting the seeds, then grinding them and boiling in water whereby the oil separates and floats on the surface of the water. In modern works in Calcutta the seeds, after being cleaned, are broken and winnowed from the husks. They are then dried in the sun, ground to meal, from which the oil is drawn by cold-pressure; but in some factories a warm press is used, with the result that while a larger yield of oil is obtained, the product has a bad taste, and requires to be filtered through charcoal.

## Reviews and Literary Notes.

### Advertising Ideas.

A BOOK has been lately published in America entitled "Good Advertising." It is written by Charles Austin Bates, a well-known expert, or "Ad-smith," as he calls himself, and he claims that he has put into it the best he knows about advertising. It is a bulky volume, selling in the United States at \$5 and here at 1*l.*, and as Mr. Bates's object is largely to push his own business, the price seems rather high when we remember the conditions under which other people have to get their advertising done. Still we are bound to say that there is a pound's worth of good sound advice in it for anyone who spends money in advertising.

Mr. Bates holds clear strong opinions about advertising, and he expresses them clearly and strongly. We may or may not always agree with him, but we are bound to recognise that he advances nothing without some sort of sound reason. He sees no good in wasting space over a history of advertising. He has heard of an old journal in the British Museum, dated 1591, which contains advertisements; but fifty or sixty years back, he says, is far enough to get into the dark ages of advertising, and he probably thinks that anything previous to the era of Charles Austin Bates has not much to recommend it. Americans, he claims, are the best and most successful advertisers of the day. They spend more money for advertising than any other nation, and they make more money out of it. He goes into figures, and estimates that they spend some \$3,000,000 a year in magazine advertising, nearly \$100,000,000 in the daily newspapers throughout the United States, about the same in the weeklies, and \$10,000,000 or \$12,000,000 in trade journals. Add to all this an at least equal amount spent on catalogues, circulars, pamphlets, posters, &c., and he comes to the conclusion that some \$600,000,000 is spent annually in advertising in the United States alone, or, say, \$10 on every individual inhabitant of that Republic. It is an awful responsibility which is thus brought home to every family. A household, say, of eight persons, including babies, with two servants, costs the advertising fraternity \$100, or 20*l.*, a year! Does that family properly realise that it has to buy 100*l.* or 20*l.* worth of soaps, patent medicines, bicycles, and other advertised goods per annum before the advertisers have got their expenses out of them? Consciously or unconsciously they do this on the average, for the advertisers flourish in America, at all events. And what a gloomy world it would be for that family if it were not for the advertisers. Not only on account of the absence of advertisements generally, but that they have made the daily newspaper, the weekly oracle, the illustrated monthly, and the Summer number of *THE CHEMIST AND DRUGGIST* possible.

Mr. Bates does not see much mystery in advertising. He does not think it more mysterious than any other form of business enterprise. He does not, in fact, regard it as a lottery, as some clever advertisers do. "Colonel Alfred B. Scott," the originator of Scott's emulsion, once said to him that the more he found out about advertising the less he knew. Mr. Bates suggested, in reply, that while he doubtless bought bad lots of advertising sometimes, the same was equally true of corks or bottles, and that really there was about as much chance in one department as the other.

What Mr. Bates principally insists on is that advertising, to be profitable, must be first of all honest. He thinks 99 per cent. of it at the present day is honest. It was not so, he says, five years ago; and he truly says a dishonest advertiser does a serious injury to all the rest. There are many people who believe that all advertising is more or less disreputable and dishonest. We are not among those; but we can hardly rise to the 99-per-cent. theory. That must apply to American advertising only. Next to honesty, Mr. Bates urges "that the best thing to put into a retail advertisement is price. That is really what people want to know. The prices must be right, of course." This applies equally to all sorts of advertisements. It is all very well to make us feel we want a certain article; but the first thing everyone wants to know when he has once got an inclination for it, is how much does it cost?

And unless he wants it very badly, he will not trouble to write for the information. Then, when the advertisement has done its work and brought customers to the shop, comes the treatment of them. This is the most important thing of all. "You can't do all the advertising out of the store. You've got to do the most of it inside. If you invite people to come to the store, and then make them feel that they are intruders, how can you expect to sell them anything?"

Those main propositions cannot be gainsaid. In respect to the criticism of particular kinds of advertisements there is always room for difference of opinion, and Mr. Bates is not bigoted. His repeatedly-stated view is that the object of an advertisement is to "sell goods." If it accomplishes this it is a good advertisement, even though its very grammar be open to criticism.

In commenting on druggists' advertising, Mr. Bates makes a remark which we think worth quoting. "I do not believe that I would like to buy my drags from a humorist." Of course, if a druggist finds humorous advertisements pay, there is no more to be said; but the incongruity remains all the same. We may add that the book is sold in England by Mr. Verner, 118 Newgate Street, London.

*A Bibliography of Medicine.* By William Swan Sonnenschein. Quarto, 68 pp. London: 1897. Swan Sonnenschein & Co. (Limited). 2*s. 6d.*

MR. SWAN SONNENSCHEN'S work entitled "The Best Books" is one of those compilations which make all book-lovers wonder. It professed to be and is a list of 50,000 books in every department of science, art, and literature, with the dates of the first and last editions, and the price, size, and publisher's name of each book. It is a bulky volume, and has been added to by a supplement. Mr. Sonnenschein has now done a commendable thing by offering the book in its divisions, viz:—(1) Theology; (2) mythology and folklore; (3) philosophy; (4) social and political economy, law, and education; (5) geography; (6) history and historical biography; (7) archaeology and antiquities; (8) medicine; (9) science; (10) arts, trade, and sports; (11) literature; and (12) philology and ancient literature. It is to the part on medicine which we now refer. It is not bulky by any means, but seldom does a reviewer handle so useful a bit of work. It does not mention every book, but the best on almost every subject is included. The following abbreviation of one of the sections (*materia medica and therapeutics*) will show how the thing is done:—

51. General treatises: Pharmacopeias, includes bibliography, *materia medica*, therapeutics and pharmacy, therapeutics and pharmacology, pharmacy and pharmaceutical chemistry prescriptions, Pharmacopoeias and prescription-books.

52. *Materia medica*: special treatises, including coca, ipecacuanha, koumiss, mineral waters, nitroglycerine, opium, Peruvian bark (quinine), phosphorus, salt, wine.

53. *Materia medica*: pharmacological botany, includes Great Britain, China, India, America, early herbals, history of pharmacy.

Under each sub-title the names of the authors are arranged alphabetically. American, French, and German books are included as well as English, and occasionally a brief critical or explanatory note is appended.

*The Mystery and Romance of Alchemy and Pharmacy.* By C. J. S. Thompson. London: Scientific Press. 5*s.*

We learn from the preface of this book that a portion of it has appeared in the *Pharmaceutical Journal*. Why it was thought necessary to drag it from that honoured retirement is not made clear. The book is a mere scratch collection of the familiar old legends of scientific tradition, and no attempt is made to weave a continuous narrative, or to show "the influence of the past on the present," which is suggested in the preface as the object of the work. So fragmentary is the history that we discover no mention at all of Hermes Trismegistus, the reputed founder of the art, nor any reference to such famous adepts as Nicolas Flammel, Glauber, or Dr. Price, the last of the English alchemists; while interesting characters like Basil Valentine and Van Helmont are but named. On the other hand, Paracelsus is stated to have held an opinion in regard to vitality "like Bacon and Verulam." It must be Roger that is alluded to here, but who was Verulam? Surely not the ennobled name of Roger's namesake 200 years later.

It is not at all difficult to fill 350 pages with scraps of old

medical history, and the story is quaint enough so long as it is fresh. But Mr. Thompson has nothing new to tell us, and, as a compilation even, his record has no merit, for, as we have already stated, he makes no attempt to sketch the evolution even of alchemy. His last hundred pages are made up of long excerpts from Chaucer, Shakespeare, Spenser, Goethe, Le Sage, Ben Jonson, Sir W. Scott, Dumas, Dickens, Thackeray, and Charles Reade, with interjected comments by C. J. S. Thompson. We hope the purchasers of "The Mystery and Romance" will find these comments of sufficient interest to compensate them for the somewhat reasonable complaint they would otherwise have against the publishers who, under a new title, pass off on them a heavy cargo of classic, that is uncopied, literature.

*A Manual of Practical Chemistry.* Theoretical and practical. (Based on Watts' edition of Fownes's Manual). By William A. Tilden, D.Sc., F.R.S. London, 1897: J. & A. Churchill. Crown 8vo, xvi + 599 pp. 10s.

"FOWNES" is not now a name to conjure with. We are not surprised. Half a century has gone since he taught chemistry in University College and at Bloomsbury Square. Then he was by no means at the top rank of chemists, yet the works of his contemporaries have long since been forgotten. "Fownes" is still a living name in pharmacy. The majority of those in it over 30 have taken their chemistry from him, and most of them will agree that his is a satisfying book, though dry at times. The manual was first published in 1847, and after Fownes's death it was edited in succession by Bence Jones, Hofmann, and Henry Watts. Professor Tilden took up the running when Mr. Watts was called to his rest, and a fresh edition of the inorganic part (which has long been the first volume) has been prepared, "the last traces of the work of Fownes disappearing in the process." Yet there does not seem to be much change in the appearance of the book; there is, however, when one comes to examine it closely, and compare it with former editions. Professor Tilden begins the manual with an interesting and brief history of chemistry, which just puts the beginner in a proper frame of mind to appreciate the drier facts of the subsequent chapters. It is in these chapters that the manual has undergone most change; the elements have been rearranged, the heavier parts, consisting of discussions of theory, &c., are put back to the end of the non-metallic elements, so that the student has a thorough grounding in facts and experiments before he is asked to philosophise about them; then comes the chemistry of the metals, which occupies the latter half of the book. It would be wrong to say that the manual is an entirely new work, but it is now, in many respects, a superior book for educational purposes, and there are few text-books in which chemical theories are so clearly expounded as in this one. To our thinking, one of the greatest drawbacks of books which deal with chemical philosophy is that the writers, perhaps unconsciously, convey to their readers that such and such things *are* so, while, as a matter of fact, they are merely what we think they are. Professor Tilden makes no mistake in that direction; without being ultra-conservative he advances new theories with due caution as to the difficulties of the subjects, and the result of this is to excite the student's interest. We are pleased to note that the utility of the manual as a book of reference has not been depreciated. We have compared it with Thorpe's "Dictionary" in this, and "Tilden" gave us more than "Thorpe." We mention this because the old "Fownes" is the chemical reference-book in many pharmacies, and its successor is not a bit behind in that respect.

*Practical Photography for Amateurs.* Third edition London: Barclay & Sons (Limited). Small 8vo. Pp. 130. 1s.

We spoke well of this little book three and a half years ago. It is a book which chemists can sell as well as use. In preparing a new edition the author has brought in many new facts, and we should say that for an amateur's handbook it gives the best information. Forty pages are devoted to formulæ, including developers for English brands of dry-plate, bromide papers, &c.

*Die Fabrikation der künstlichen Mineralwasser* is, as the title implies, a German book, by Dr. B. Hirsch and Dr. P. Siedler, on the manufacture of aerated waters. For one who will go thoroughly into a subject common to the German. This book is far above the heads of ninety-nine out of every hundred persons in this country who manufacture aerated waters, because every scientific factor bearing upon the source of natural mineral waters and the production of artificial beverages by means of carbonating-machines is gone into. Every chemical used in manufacturing waters is described with a fulness of detail which would shame "Watts's Dictionary," but then all else in connection with the subject is treated as well—the washing of bottles, for example. The book contains valuable analyses of all known mineral waters, does not neglect the American soda-counter, and is well illustrated. The hundredth man will find it a boon. This is the third edition, Dr. Siedler having edited it, and it seems to be an improvement upon its predecessors. [Published by F. Bieweg & Sohn, Brunswick. 8m.]

### Cider-preservatives.

MESSRS. E. H. S. BAILEY AND CHAS. M. PALMER, of the Kansas University, have inquired into the relative methods of salicylic acid and calcium sulphite as preservatives of cider. The condition of the experiments was substantially what we have in cider on draught. The investigators took six flasks containing cider, protected them from dust by placing watch-glasses over their mouths, and set aside under ordinary atmospheric conditions, and at temperatures ranging from 12° to 22° C. (53.6° to 71.6° F.). Distillations were made in twenty-four hours, seventy-two hours, eight days, twenty-two days, and fifty-two days, and titrations for acetic acid were also made, the following being the results when salicylic acid was used in the proportions stated:—

| Interval        | Per cent. of Alcohol |       |      |       |       |        | Per cent. of Acetic Acid |  |
|-----------------|----------------------|-------|------|-------|-------|--------|--------------------------|--|
|                 | 24 h.                | 72 h. | 8 d. | 22 d. | 52 d. | 112 d. |                          |  |
| Strength        |                      |       |      |       |       |        |                          |  |
| No. 6, blank    | 0.3                  | 1.0   | 3.3  | 5.9   | 3.2   | 3.6    | 7.38                     |  |
| No. 1, 1-20,000 | 0.3                  | 0.8   | 3.2  | 5.9   | 1.5   | 5.8    | 7.38                     |  |
| No. 2, 1-10,000 | 0.3                  | 0.7   | 3.2  | 6.0   | 2.3   | 5      | 7.87                     |  |
| No. 3, 1-5,000  | 0.3                  | 0.5   | 2.7  | 6.0   | 2.6   | 4.7    | 7.79                     |  |
| No. 4, 1-1,000  | 0.3                  | 0.3   | 0.3  | 4.0   | 4.8   | 0.4    | 0.4                      |  |
| No. 5, 1-50     | 0.3                  | 0.3   | 0.3  | 0.4   | 0.4*  | 0.58   | 0.6                      |  |

The cider, to begin with, contained 0.2 per cent. of alcohol. It is evident from this that at least 1 of the acid to 1,000 of cider—say, 1 oz. to 6 gals—is needed to prevent the cider becoming sour. The "percentage of acetic acid" is simply a convenient term, as malic acid was largely present. The experiments with calcium sulphite show it to be more efficacious. The results were as follows (the cider contained 0.3 per cent. of alcohol at the outset):—

| Interval       | Per cent. of Alcohol |       |      |       |       |        | Per cent. of Acetic Acid |      |
|----------------|----------------------|-------|------|-------|-------|--------|--------------------------|------|
|                | 24 h.                | 72 h. | 8 d. | 22 d. | 52 d. | 112 d. |                          |      |
| Strength       |                      |       |      |       |       |        |                          |      |
| No. 1, 1-250   | 0.3                  | 0.3   | 0.2  | 0.6   | 0.4   | 3.9    | 0.57                     | 0.41 |
| No. 2, 1-500   | 0.3                  | 0.3   | 0.3  | 0.3   | 5.4   | 3.9    | 0.48                     | 0.41 |
| No. 3, 1-1,000 | 0.3                  | 0.3   | 0.3  | 3.9   | 6.1   | 3.9    | 0.41                     | 0.41 |
| No. 4, 1-2,000 | 0.3                  | 0.4   | 0.9  | 4.8   | 6.3   | 4.0    | 0.41                     | 0.41 |
| No. 5, 1-4,000 | 0.3                  | 0.6   | 1.5  | 5.0   | 6.2   | 2.2    | 0.41                     | 3.0  |
| No. 6, blank   | 1.0                  | 1.2   | 2.3  | 5.3   | 6.3   | 2.2    | 1.62                     | 3.48 |

The authors do not state what calcium sulphite was used, and it would be advisable to have a similar set of experiments with sodium bisulphite and metasulphite, which are now much used for the same purpose, also with formaldehyde. Will some Devonshire pharmacist try?

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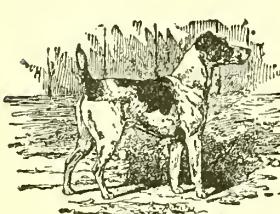
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Editorial



Comments

**HOW HAVE WE BENEFITED?**

THE Congress season is over now for this year as far as pharmacy is concerned, and the harvest seems to have been an average one. The scientific results present the most bulk in the journals, but at the congresses themselves they are making a more modest show year by year. It would be ungracious and unreasonable to press too closely the question whether the results secured by these conferences and congresses are commensurate with the vast amount of labour involved in getting them into existence and keeping

them alive—whether, in fact, the edifice is worth the scaffolding.

The question is one which obviously cannot be answered, nor would the reply have the smallest effect if one approximately correct could be given. People with like tastes and following similar lines of work or of study will naturally come together and confer whether the results are of interest to others or not. And why should they not? Those who might join but do not may be very superior persons, but they get no harm at any rate from the conference of their more gregarious fellows, and perhaps they benefit. It is not thought necessary to question the utility of the West-end drawing-room or of the East-end bar, but when any group of men or women who work for any worthy object meet to consider their aims and to encourage one another in their labours, they seem to become the fair object of the mockery of the cynic.

The way the world is shrinking has been strikingly evidenced by the fact that the British Association held its annual meeting this year at Toronto and the British Medical Association at Montreal, while the International Medical Congress at Moscow seems to have been a notable success. The International Pharmaceutical Congress at Brussels scarcely justified its title, but it brought into prominent relief the ideas of French-speaking pharmacists on subjects of common interest, and it may be that the Anglo-Saxon can learn something from them. Of the national Associations the American stands at the top of the list for its long record of honourable work. If it had done nothing else, this body would deserve well of American pharmacists for the high standard of professional dignity which it has inculcated, but, alas! this year's President deplores that only 1 in 33 of the druggists in the Union support the Association. The British Pharmaceutical Conference is prosperous compared to this, as it has at least 1 in 8 of the trading chemists in the United Kingdom, and its annual meetings are much better attended than those of the American Pharmaceutical Association; in fact, the increased popularity of the B.P.C. is one of the most notable events of this year. Yet the work of the Conference is not improving; it would be impossible to select three of the papers communicated to it this year to rank as historic. The fact is that this part of the original programme of the Association and the Conference is on the high road to being played out. Since they were founded the conditions of pharmaceutical inter-communication have enormously improved, and the trade depend—with good grounds for the confidence, may we say?—upon getting reports of researches and new discoveries in the Pharmaceutical press. Also there is to be noted a diminution of those long and laborious researches which such men as Hanbury and Groves were wont to report on to the B.P.C.; at least, investigators of the day who do undertake protracted research sniff at any body inferior to a Burlington House society through which they may give their results to the world.

It is not surprising, nor do we think it an altogether regrettable feature, that social pleasures are pressing the scientific discussions very closely at these congresses. It is not too often that pharmacists get a holiday, and when old acquaintances meet from all parts of the country it is right that the best should be made of the opportunity. It is a healthy sign that both in America and on this side the solid work of the meeting is mostly done by the younger men, who leave the older ones to their frivolity. Their papers get published, and if there is anything of value in them they can be sure of better attention from readers than from audiences. For good or evil, however, it must be admitted that it is the

social element which maintains the popularity of the meetings. If the practical side is to escape such ignominious treatment as that accorded to the scientific section at Minnetonka, some reform is necessary, and the direction of it might be in the arrangement of two to four short morning and evening sessions at which discussions on real live questions should be originated by small committees previously appointed for that purpose. It would not be necessary to shelve scientific—*i.e.*, pharmaceutical chemistry and botany—subjects entirely, but if the selection of communications for discussion were restricted to those which are of immediate importance to the trade, and a good speaker were appointed to open the discussion, there would be a better chance of full attendance at the practical meetings, and consequent greater interest in the less evanescent features of the Conference.

### THE DOCTOR AND HIS COMPETITORS.

A MEDICAL man who wants to improve the relations between chemists and doctors sets out with the pleasant remark that "it is difficult to enter a chemist's shop without seeing a fool at one side of the counter and a rogue at the other." The very clever party who sees through us; so clearly is George A. Hawkins-Ambler, F.R.C.S.E., and the exposure is made in an article entitled "Our Competitors" in the *Liverpool Medico-Chirurgical Journal* for July, which has only just reached us. The article is an amusing one, and even the "rogues" so politely denounced may enjoy its humour. Mr. Hawkins-Ambler has acquired the usual medical delusion that members of his profession have a moral right to all the profit that can be made out of humanity's ailments, and with such a creed it is little wonder that he sees rogues everywhere around him. He is apparently an oculist, so the British Optical Association, "which confers the titles of F.B.O.A. and Esquire on all its members," is another troublesome competitor. The dainty nurses, who "upset the household, set the servants by the ears, defy the doctor's instructions, shake the patient's confidence in him, and flirt with the husband while the wife lies sick abed," are also found out by this sharp gentleman. "A man marries a wife and companion as he thinks; and doctors train nurses and colleagues. Both awake too soon to find that they have taken to themselves critics." Then there is the Congregational minister who combines with his calling that of a homeopathic practitioner of medicine. "The public mistake the profession of goodness for the possession of intelligence, and think that science should be approached from the point of view of imagination and faith." There are many other competitors with whom the doctor has to reckon, but the chemist seems to be (in this doctor's eyes) the most serious.

Ask a chemist as to the value of some new preparation from the point of view of the manufacturer, and it is ten to one but he will tell you gravely that he has tried it with much success in such-and-such cases. Some chemists have tremendous vogue in their districts. The possession of a white beard and patriarchal manner, or of a frock coat and an air of sentimental gravity, beguile the lady who goes to buy sweets or scents into confiding her little trouble to him (or perhaps while buying a douche), and being persuaded to undergo a course of treatment at the hands of the gentleman behind the counter.

Mr. Hawkins-Ambler is disposed to remedy the evil, so far as the chemist is concerned, by "giving him our dispensing to do," and thus "setting him in his proper place with the public as a dispenser of medicines, and removing his excuse for trenching on our ground." But he evidently cannot trust the rogues. He would at least have the associated medical men

of a district demand from chemists a guarantee that they will not attempt to prescribe for patients under penalty of being deprived of the work of the profession. Indeed, he is inclined to trust "the man at the stores" in preference to the regular chemist when he sends his patients to one to have their medicine dispensed, for it would be done there at a profit of only 100 or 200 per cent., the patient would not be subsequently prescribed for independently, "and might have a little money left towards paying the doctor's bill after having paid chemists and other intervening claimants."

After all, it strikes us that this lively critic might effectively turn his guns on to his own profession in another article. There must be something wrong in their manner or attitude if they cannot make better use of the education and qualification they have attained. This view of the matter has evidently occurred to him, but he is ready with the reply: "The public look to us for miracles, and as we cannot always supply them have recourse to those with better pretensions or a more imaginative style." That is epigrammatic, but we do not think it is true.

#### THE GOVERNMENT AND TRADE.

THE amiable eagerness of H.M. Government to be useful to traders is in many respects a gratifying sign of the times, and it marks a singular revolution in the ideas of the gentlemen who undertake the ruling of our country for us. The business of statesmen of the past was to keep even "the balance of power"; they did occasionally negotiate a commercial treaty which was a lofty kind of recognition of business interests, but they never thought of condescending to a consideration of the details of competition. The struggle for trade supremacy is the note of the end of the century in all the Foreign Offices of both hemispheres. The cost of every expedition sent out and of every ship built, not in Great Britain only, has to be justified as a means of securing or protecting markets, and for that sacred object, or for the bare profession of it, the representatives of every nation may always be relied upon to vote away its hard-earned millions with a light heart.

To Mr. Chamberlain perhaps, more than to any other living statesman, this new development of Government influence is due. Elsewhere in this issue we give a summary of the bulky Blue Book published this week, embodying the replies of the colonies to his circular on foreign competition of November, 1895. The main results of the inquiry show little that was not known before to those who had made a study of our foreign commerce, but this is the first time that the causes which are injuring our export-trade have been focussed with precision by authorities in all parts of the British Empire, and it is to be hoped that in such matters as preferential freight-rates for foreign goods and excessive dock-rates in British ports legislation may be able to assist in removing the disadvantages under which British merchants have to compete with those of other nations.

In the circular issued last week by Sir Courtenay Boyle, the Chairman of the Commercial Intelligence Committee of the Board of Trade, to Chambers of Commerce, we are told that "her Majesty's Government are anxious to do all that can reasonably be done to meet the wishes of British traders, and to further their interests"; the Board of Trade, the Foreign Office, and the Colonial Office are only waiting for hints; they are all ready to set to work if those who want their services will only tell them what to do. Can the present Consular and colonial reports be improved in any respect? Would you like the information in them classified so as to bring together all that relates to a particular sub-

ject? Would special commercial agents in the colonies such as we have in some foreign countries, be of any good? Or shall we send special agents on special missions to this or that country in connection with one and another industry? What do you think of a commercial inquiry office and of commercial museums? and is it worth while for our Consuls, &c., to telegraph their reports? If none of these things meet your wishes, is there anything else you can suggest?

That is a summary of the circular which we printed in full last week (page 460). We hope our merchants will be duly grateful, and will make use of the services the Government can offer them to the fullest possible extent. Our costly Consuls cannot be better employed than in collecting information which may be used in extending our commerce, and our Board of Trade may as well justify its title in any available way. But there is a danger in this system of State-aided commercial inquiry which ought not to be lost sight of. It is likely to beget a tendency to lean on the Government. No one can have watched recent trade legislation and the discussions accompanying it without acquiring the conviction that the demand for a mild policy of protection is spreading in this country, even if it is not growing in intensity. When Government Departments do work which the last generation did for themselves we are approaching protection, and we are certainly drifting away from conditions which make for success. And yet this is the policy which Chambers of Commerce seem to be advocating. It is not certain, though, that secretaries of Chambers of Commerce are truly representative of our commercial community. How far commercial men themselves value the Board of Trade's labours there is no public evidence to show. The Board might tell us how many of them subscribe to the *Board of Trade Journal*. That information might damage the advertisement business though. The vast majority of our traders, we believe, have no desire for State aid or for protection in any form. All we say is that the protection party has made itself heard a good bit of late years. There was something more than a suspicion of protection about our Merchandise Marks Act, the working of which in some of its details has been recently condemned by the Select Committee appointed to inquire into it. The "made-in-Germany" scare evoked a not inarticulate scream in favour of protection from a considerable section of the shallower kind of politicians, and no doubt increased the number of protectionists. The recent modification of the tariff law of Canada was apologised for there, and received here as if there was no doubt of the sacrifice Canada was to make. So far as Canada was influenced by the sentiment of affection for the mother country it was right that we should be grateful, but as free traders we might have shown ourselves a little more convinced that the step taken was in Canada's own-truest interest, from a merely selfish point of view, at the same time.

Until trade between all the nations of the earth is unfettered by penalties, euphemistically called Customs dues, it will be necessary for every generation to convince itself of the benefits or of the disadvantages of protection; for the attraction of raising a revenue apparently from the foreigner, encouraging at the same time native industry, cannot fail to exercise a glamour over a certain class of economists. And the complications and extent of British trade interests are not to be understood or realised without some study. The fabric erected under our free-trade system has been so vast, and its contributors so numerous, that to survey the whole requires some width of view. And yet nothing is easier than to obtain an erroneous impression from a limited examination. But it is historic fact that this enormous body of British trade has been created altogether by individual effort.

None of our industries have been nursed by protection, none of our trade has been promoted by national subsidies. The foundations were laid and prosperity secured long before the Board of Trade even published its journal. We are far from thinking that our Consular reports are valueless, or that the special efforts suggested by the Department will be of no avail. We should think they are most of them worth making. But it is obvious that the information which is to be specially profitable is that which a firm gets exclusively. It is by establishing corresponding houses or branches in those parts of the world where business is to be done that advances are rendered possible. This method can never be superseded by the necessarily superficial investigations which Government servants can make, and it will be a bad day for British trade if ever the self-reliance of the individual should be weakened by a misplaced trust in the Board of Trade.

#### CARBOLIC RECOMMENDATIONS.

Recommendations for the scheduling of carbolic acid by Coroners' juries are becoming almost as frequent as fatalities from the poison. After hearing the evidence in a case of suicide by drinking carbolic acid at Islington on Wednesday the jury passed a recommendation that the poison should be brought under the Sale of Poisons Act. Medical department of the Local Government Board, please note.

#### JURY-SERVICE.

Pharmaceutical chemists and dentists who have not yet done so should without further delay examine the jury-lists on all church and chapel doors. Exemption-claims must be made now. The Juries Act, 1870, provides that "no person whose name shall be on the jury-book as a juror shall be entitled to be excused from attendance on the ground of any disqualification or exemption, other than illness, not claimed by him at or before the revision of the list by the Justices of the Peace." This revision is made in the last seven days of September.

#### BLUE BATTERSEA.

It has been reported that some of the red-brick houses of Battersea are turning blue, and the inhabitants are afraid there may be some noxious influence in the air which may turn them blue too. No sooner was the word "noxious" used than thoughts turned to chemical-fumes, and Messrs. May & Baker were visited. They could not prove an *alibi*, but they demonstrated to their interviewers pretty conclusively that nothing injurious leaves their works unless it is paid for. The medical officer of health (Dr. Kemp) was appealed to, and he was of opinion that the phenomenon was not due to fumes from the works in question. Admitting that sulphuretted hydrogen from sewers might give a bluish tinge to bricks originally red, he denied that the drains of the district gave forth that gas. It is now suggested that the change is due to the development of something in the bricks. Perhaps it is some cobalt, and the blue tint is only a sign of fine weather.

#### WE ARE A SOBER LOT.

If the statistics gathered by the Inspector of Retreats under the Inebriates Act may be taken as of general application, we may congratulate the drug-trade on being a sober lot of men—far better, indeed, than those practising in the higher branches of medicine. Of the 442 men who have been discharged from the Dalrymple House only four were chemists, but for all we know to the contrary they may have been analytical and professional chemists. There was one dentist only, but 5 medical students and 32 medical practitioners. We take it that the boot does not go on the other foot—viz., that dentists and chemists are more difficult to cure. Of the total, 101 were college-bred men, 316 had

received what is described as a "good" education, and 25 had an elementary education. The inspector thinks it is impossible to place too much importance on the question of heredity as a predisposing cause of excess in the individual and states that, taking insanity and inebriates together, there was a predisposing heredity in at least 240 cases out of the 442.

#### AN ANTI-ALCOHOLIC SERUM.

Dr. McWalter, M. Denaejer, and other scientific gentlemen who have been enlightening us this summer in regard to organotherapy, are hundreds of miles behind a San Francisco investigator, who has just made an important discovery in serum-treatment which puts everything else in the same line into the shade. He takes a horse, and injects alcohol into its veins. Then draws off the blood into a sterilised vessel, where it is mixed with chloral hydrate to promote clotting. After settling twenty-four hours it is subjected to a freezing process, and then shaken for half an hour and decanted. The result is a slightly sticky, straw-coloured fluid, to which the appropriate name "equisine" has been applied. What vaccine has been to smallpox, equisine will be to hereditary or acquired alcoholism. Equisine is prepared in small plates, made by saturating paper with the fluid, and then baking them in a hot-air chamber. The skin of the arm or leg of the patient is scarified, and a plate applied moistened with water. Twelve hours later, the plate is again moistened and applied and worn for five days: then a new one is put on, and the treatment continued for eight or nine weeks, according to the bibulousity of the individual. We await authentic records of cure, in the belief that this is not another way of getting rid of American horses, which are literally a drug in the market.

#### A THIRD CONSCIOUSNESS.

One of the most suggestive addresses delivered at the recent meeting of the British Medical Association at Montreal was by Dr. R. M. Bucke, Chairman of the Section of Psychology, on "Mental Evolution in Man." Dr. Bucke considers that simple consciousness comes to us from the lower mammals; but self-consciousness is only experienced by man, and is not universal in our race, one in a thousand wanting it. It is lost in coma, in the delirium of fevers, in mania, and in dreams. As a faculty it was born in us not less than 100,000 years ago. The next faculty evolved was the colour sense, which is 30,000 years old; after it came our moral nature, which only dates back 10,000 years; then the musical sense, which appears not to have been more than 5,000 years in our race. We give these figures for what they are worth, but at present, says Dr. Bucke, a third and higher form of consciousness is making its appearance in our race. This higher form of consciousness when it appears occurs, as it must, at the full maturity of the individual, at about the age of 35, but almost always between the ages of 30 and 40. There have been occasional cases of it for the last 2,000 years, and it is becoming more and more common. In fact, in all respects, as far as observed, it obeys the laws to which every nascent faculty is subject. Many more or less perfect examples of this new faculty exist in the world to-day, and Dr. Bucke knows personally, and has had the opportunity of studying, several men and women who have possessed it. In the course of a few more millenniums there should be born from the present human race a higher type of man possessing this higher consciousness. This new race, as it may well be called, would occupy, as toward us, a position such as that occupied by us toward the simple conscious *alalus homo*. The advent of this higher, better, and happier race would amply justify the long agony of its birth through the countless ages of our past.

The higher consciousness here referred to is that which we generally call spiritual. Dr. Bucke says that persons who are gifted in this direction are not cases in which outside agents are acting on or through a human being, but are cases in which a given human being has faculties which are not commonly possessed—which is a highly heretical view to come from a man of science.

## Medical Treatment of Toothache.\*

By FREDERIC C. COLEY, M.D., Newcastle-on-Tyne.

VERY few toothaches are incapable of permanent relief without extraction of the tooth. That operation is very often the most desirable way of procuring relief, but it is very rarely the only way, and, on the other hand, it is only too common to find that neuralgic pain persists after the extraction of tooth after tooth. A toothache which is "scotched" by appropriate means often ceases permanently. To attack a pain of this kind by a mere narcotic, such as opium or morphia, seems to me rather clumsy therapeutics, and we can usually find much more suitable methods. Alcohol in any form is still more objectionable.

The pain of a hollow tooth may generally be entirely removed by inserting in it a pledge of cotton-wool soaked in a mixture of equal parts of carbolic acid and water. A pledge of dry wool should be placed over the carbolised wool, to retain the acid. The aching usually ceases in a few minutes, but may recur after a few hours, to be again relieved on a reapplication of the carbolic acid. A very few repetitions commonly suffice to make the cure permanent. But the hollow tooth should be stopped, if possible, afterwards.

A gentleman came to me one day in terrible agony from a raging neuralgia located in the part of his lower jaw from which he had lately had several teeth removed. I applied to the gum rather less than  $\frac{1}{2}$  gr. of cocaine in powder. In a minute or so he exclaimed, "It is gone!" and the changed expression of his countenance showed how complete was his relief. Better still, the neuralgia never returned, though he had previously suffered from it at intervals for a considerable time. Probably the permanence of the cure was attributable to a quinine-mixture which I also prescribed. It would, however, be very unwise to give the patient a prescription for cocaine or a quantity of the drug to be re-applied, p.r.n. Such a course would involve no little danger of setting up a habit leading to cocaineism.

Persons who have been for some time deprived of a proper allowance of sleep, from any cause, are very liable to be painfully reminded of the existence of any bad teeth which they may happen to possess by an attack of dental neuralgia. If this is not soon relieved by appropriate means, it tends to aggravate and perpetuate itself by still further depriving the patient of sleep. I have found the following prescription very useful in such cases:—

|                  |     |     |     |         |
|------------------|-----|-----|-----|---------|
| Quin. sulph.     | ... | ... | ... | gr. ij. |
| Acid. hydrobrom. | ... | ... | ... | ix.     |
| Tr. gelsem.      | ... | ... | ... | ix.     |
| Syrup.           | ... | ... | ... | 5jss.   |
| Aq. ad.          | ... | ... | ... | 3j.     |
| T. d.            |     |     |     |         |

I have seen a raging toothache completely relieved in a few minutes by a single dose of 2 gr. of exalgin in solution, but it is a somewhat uncertain remedy.

There is a kind of toothache which comes on a while after taking food, when the contents of the stomach are naturally acid. This is often relieved with quite astonishing rapidity by the administration of an alkali. The best way is to give a seidlitz-powder, *minus* about a quarter of the acid, so leaving an excess of alkali. In a typical case of this kind the pain ceases instantaneously—almost as soon as the effervescent draught is swallowed.

But of all medical remedies for toothache I know of none which is so successful as salicylate of sodium. I believe it is especially useful in those cases where the pain is started by "taking cold." Even in the condition which is called by dentists, "periostitis," where the carious tooth becomes slightly loosened, and projects beyond its neighbours, and is exquisitely tender when eating is attempted, I have often known sodium salicylate to be completely and permanently successful. A dose of gr. xv. will usually relieve the pain very promptly, and if this is repeated every four hours the inflammation may entirely subside, leaving, of course, a carious tooth to be disposed of according to circumstances.

The addition of belladonna is often advantageous. Fifteen grains of sodium salicylate with  $\text{m}_{\text{XV}}$  of tincture of belladonna will often procure refreshing sleep instead of a night of agony.

## Assay of Saccharated Carbonate of Iron.

By J. F. LIVERSEEGE, Ph.C., F.I.C.

THE British Pharmacopoeia of 1885 directs that saccharated carbonate of iron should be dissolved in excess of dilute phosphoric acid and titrated with volumetric solution of bichromate of potash. B. S. Proctor ("Manual of Pharmaceutical Testing") finds no practical difference whether phosphoric, hydrochloric, or sulphuric acid is used, so long as heat is not applied and the contact of the acid is not prolonged. T. A. Ellwood has stated (*Pharm. Jour.*, li, 394) that he had found discrepancies equaling 2 per cent. of ferrous carbonate by using the different acids; and G. Coull (*Pharm. Jour.*, li, 805) has found 32.2 per cent. of ferrous carbonate in a sample when cold phosphoric acid was used, but 34.8 with gentle heating, while cold hydrochloric acid gave 35.1 per cent. He stated his conclusion thus:—"It appears to me, according to the above results, that it is perfectly immaterial whether one uses hydrochloric in the cold or phosphoric acid and a gentle heat, so long as the operation is conducted rapidly." J. Attfield ("Chemistry"), after mentioning phosphoric acid, states that "another method of eliminating the action of sugar is to char with oil of vitriol before analysing."

The following experiments were undertaken to ascertain which was the best acid to use, and whether heat had any prejudicial effect. In each case the selected acid was added to weighed iron salt, &c., and at the end of the time stated the mixture was diluted with 50 c.c. of water, and titrated with a standard solution of bichromate of potassium, ferri-cyanide of potassium being used as the indicator. When strong sulphuric acid was used, or when confection of roses or glycerine was present, the mixture was rubbed up in a mortar. The strength of the bichromate of potassium solution was determined by titrating 0.5 grammes of pure ferrous sulphate with it, as 18.2 c.c. were required, 1 c.c. was equivalent to 0.275 grammes of  $\text{FeSO}_4 \cdot 7\text{H}_2\text{O}$ , or 0.115 grammes of  $\text{FeCO}_3$ ; the solution was, therefore, about 1 per cent. weaker than decinormal. The strength of the acids is stated in equivalents (E), as suggested by Reddrop. E solutions only differ from normal in the care exercised in their preparation; the former are approximate, the latter exact. Sulphuric acid 37E is the strong acid of the British Pharmacopoeia.

### Series I.—Saccharated Carbonate of Iron 0.5 grammes. Effect of various Acids without Heat.

| No.                                | Acid Added | Time of Standing | $\text{K}_2\text{Cr}_2\text{O}_7$ Solution | $\text{FeCO}_3$ |
|------------------------------------|------------|------------------|--------------------------------------------|-----------------|
| 10 c.c. 3E HCl                     | 10 minutes | 16.0 c.c.        | 36.8 per cent.                             |                 |
| 10 c.c. 3E $\text{H}_2\text{SO}_4$ | 10 "       | 15.1 c.c.        | 34.8 "                                     |                 |
| 2 c.c. 37E $\text{H}_2\text{SO}_4$ | 5          | 15.1 c.c.        | 34.8 "                                     |                 |
| 10 c.c. 3E $\text{H}_3\text{PO}_4$ | 10 "       | 14.6 c.c.        | 33.6 "                                     |                 |
| 10 c.c. 3E $\text{H}_3\text{PO}_4$ | 15 "       | 14.6 c.c.        | 33.6 "                                     |                 |
| 5 c.c. 3E $\text{H}_3\text{PO}_4$  | 5          | 10.6 c.c.        | 24.4 "                                     |                 |
| 5 c.c. 3E $\text{H}_3\text{PO}_4$  | 10 "       | 12.0 c.c.        | 27.6 "                                     |                 |
| 10 c.c. E $\text{H}_3\text{PO}_4$  | 10 "       | 9.5 c.c.         | 21.8 "                                     |                 |

These experiments showed that with sulphuric acid 1 per cent. more, and with hydrochloric acid 3 per cent. more,

\* A tract of a paper published in the *Practitioner* for September.

ferrous carbonate was indicated than with phosphoric acid, other conditions being the same (Nos. 1-4); and that strong sulphuric acid gave the same result as dilute (Nos. 2 and 3). Experiments 6-8 proved that if the phosphoric acid is too weak, or is not allowed to stand long enough, the ferrous carbonate will not be entirely dissolved, and the results may be much too low.

*Series II.—Saccharated Carbonate of Iron 0.5 grammes. Heated on the top of the Water-oven.*

| No. | Acid Added                                | Time of Heating | K <sub>2</sub> Cr <sub>2</sub> O <sub>7</sub> Solution | FeCO <sub>3</sub> |
|-----|-------------------------------------------|-----------------|--------------------------------------------------------|-------------------|
| 9   | 10 c.c. 3E H <sub>3</sub> PO <sub>4</sub> | 10 minutes      | 17.4 c.c.                                              | 40.0 per cent.    |
| 10  | 10 c.c. 3E H <sub>2</sub> SO <sub>4</sub> | 60 "            | 17.8 c.c.                                              | 40.9 "            |
| 11  | 10 c.c. 3E H <sub>5</sub> PO <sub>4</sub> | 10 "            | 15.6 c.c.                                              | 35.9 "            |
| 12  | 10 c.c. 3E H <sub>5</sub> PO <sub>4</sub> | 20 "            | 16.1 c.c.                                              | 37.0 "            |
| 13  | 10 c.c. 3E H <sub>5</sub> PO <sub>4</sub> | 60 "            | 16.6 c.c.                                              | 38.2 "            |

These figures show that ten minutes' heating increased the amount of ferrous carbonate indicated; with phosphoric acid the increase was 2.3 per cent. (Nos. 4 and 11), and with sulphuric acid 5.2 per cent. (Nos. 2 and 9), longer heating giving still higher results. As the method of analysis made such great differences, and as the strength of the saccharated carbonate was not known, it was necessary to experiment with a salt of known composition, and try the effect of sugar on the analytical results in various conditions.

*Series III.—Ferrous Sulphate, 0.5 grammes; Sugar, 0.5 grammes. Effect of various Acids and Heat.*

| No. | Acid Added                                | Time            | K <sub>2</sub> Cr <sub>2</sub> O <sub>7</sub> Soln. | FeSO <sub>4</sub> ·7H <sub>2</sub> O |
|-----|-------------------------------------------|-----------------|-----------------------------------------------------|--------------------------------------|
| 14  | 10 c.c. 3E HCl                            | Cold 10 minutes | 20.3 c.c.                                           | 111 per cent.                        |
| 15  | 10 c.c. 3E H <sub>2</sub> SO <sub>4</sub> | " 10 "          | 18.8 c.c.                                           | 103 "                                |
| 16  | 2 c.c. 37E H <sub>2</sub> SO <sub>4</sub> | " 5 "           | 18.6 c.c.                                           | 102 "                                |
| 17  | 10 c.c. 3E H <sub>5</sub> PO <sub>4</sub> | " 10 "          | 18.2 c.c.                                           | 100 "                                |
| 18  | 10 c.c. 3E H <sub>5</sub> PO <sub>4</sub> | " 20 "          | 18.2 c.c.                                           | 100 "                                |
| 19  | 10 c.c. 3E H <sub>5</sub> PO <sub>4</sub> | Heated 10 mins. | 22.7 c.c.                                           | 125 "                                |
| 20  | 10 c.c. 3E H <sub>2</sub> SO <sub>4</sub> | " 10 "          | 23.3 c.c.                                           | 128 "                                |

It will be seen that correct results were obtained with cold phosphoric acid, but that sulphuric acid indicated 2 or 3 per cent. of ferrous sulphate too much, and that with hydrochloric acid the excess was 11 per cent. Heating on the water-oven, even for ten minutes, introduced an error of 25 per cent., even if phosphoric acid was used. These experiments show that the action of cold dilute phosphoric acid on the sugar has no prejudicial effect, and that the strength of the sample of saccharated carbonate given by experiments Nos. 4 and 5 (33.6 per cent. FeCO<sub>3</sub>) was correct, the higher results given when the other acids were used being due to their action on the sugar. Saccharated carbonate of iron can then be conveniently assayed by adding 10 c.c. of 3E phosphoric acid to  $\frac{1}{2}$  a gramme of the salt, allowing to stand for fifteen minutes, with an occasional stir, adding 50 c.c. of water, and titrating with decinormal solution of bichromate of potassium. Multiplication of the number of cubic centimetres used by 2.32 will give per cent. FeCO<sub>3</sub> present. Dilute phosphoric acid (B.P.) is 4.6E, and the official bichromate-of-potassium solution is three-tenths normal.

Experiments were next made to ascertain if this method could be used for the assay of carbonate-of-iron pills. The iron salt was rubbed up in a mortar successively with the confection of roses, or glycerine, and the acid.

*Series IV.—FeSO<sub>4</sub>·7H<sub>2</sub>O, 0.5 grammes. Effect of Glycerine (1 c.c.) and Confection of Roses (1 gramme) without Heat.*

| No. | Acid Added                                | Time of Standing | K <sub>2</sub> Cr <sub>2</sub> O <sub>7</sub> Solution | FeSO <sub>4</sub> ·7H <sub>2</sub> O |
|-----|-------------------------------------------|------------------|--------------------------------------------------------|--------------------------------------|
| 21  | 10 c.c. 3E H <sub>3</sub> PO <sub>4</sub> | 10 minutes       | 23.3 c.c.                                              | 22.8 per cent.                       |
| 22  | 5 c.c. 3E H <sub>3</sub> PO <sub>4</sub>  | 5 "              | 23.2 c.c.                                              | 127 "                                |
| 23  | 10 c.c. 3E H <sub>3</sub> PO <sub>4</sub> | 5 "              | 22.8 c.c.                                              | 1.5 "                                |
| 24  | 10 c.c. 3E H <sub>2</sub> SO <sub>4</sub> | 10 "             | 23.2 c.c.                                              | 127 "                                |
| 25  | 2 c.c. 37E H <sub>2</sub> SO <sub>4</sub> | 5 "              | 19.7 c.c.                                              | 108 "                                |
| 26  | 10 c.c. 3E H <sub>3</sub> PO <sub>4</sub> | 10 "             | 24.0 c.c.                                              | 132 "                                |
| 27  | 2 c.c. 37E H <sub>2</sub> SO <sub>4</sub> | 5 "              | 22.9 c.c.                                              | 126 "                                |

In each case the results were much too high; but as the proportion of organic matter was greater than occurs in practice, some of the carbonate of iron was milled with one-fourth of its weight of confection of roses, and a weighed amount of pill-mass rubbed with the acid in a mortar.

*Series V.—Carbonate-of-iron Pill, 0.1 grammes.*

| No. | Acid Added                                | Time of Standing | K <sub>2</sub> Cr <sub>2</sub> O <sub>7</sub> Solution | FeCO <sub>3</sub> |
|-----|-------------------------------------------|------------------|--------------------------------------------------------|-------------------|
| 28  | 10 c.c. 3E H <sub>3</sub> PO <sub>4</sub> | 10 minutes       | 12.4 c.c.                                              | 28.5 per cent.    |
| 29  | 5 c.c. 3E H <sub>3</sub> PO <sub>4</sub>  | 10 "             | 11.5 c.c.                                              | 26.4 "            |
| 30  | 2 c.c. 37E H <sub>2</sub> SO <sub>4</sub> | 5 "              | 12.0 c.c.                                              | 27.6 "            |

As the theoretical amount was 26.8 per cent. FeCO<sub>3</sub>, the quantity given in No. 29 (26.4) was nearly correct; but this result was due to a compensation of errors, as No. 7, a parallel experiment with the saccharated carbonate, was 6 per cent. too low, and No. 23, with ferrous sulphate and sugar, was much too high. The other two results are 0.8 per cent. and 1.7 per cent. too high, respectively. Sulphuric acid was nearer to the truth than phosphoric acid, but owing to the risk of formation of sulphurous acid by organic matter, I do not think it can be recommended.

These results appear to show that the prejudicial effect of the confection of roses on the estimation is sufficient to make an accurate assay of the ferrous salt in the pill impossible—a conclusion which is supported by the results of the analysis of some carbonate-of-iron pills three months old. These pills with strong sulphuric acid gave 32 per cent. FeCO<sub>3</sub>, and with phosphoric acid 33 per cent. FeCO<sub>3</sub>. If they were correctly made, as I believe was the case, the error introduced by the confection increases with the age of the pill. Permanganate of potassium was not tried, as D. B. Dott (*Pharm. Jour.*, iv, 459) found by experiments on ferrous-carbonate capsules that this salt was more readily reduced by organic substances than bichromate of potassium.

PETROLEUM SHAMPOO.

THREE more West-end hairdressers were summoned by the London County Council at the Marlborough Street Police Court on Wednesday for keeping a quantity of petroleum without having a licence contrary to the provisions of the Petroleum Acts. These were Leon Copin, 151 Regent Street, Adolphe Luys, 279 Regent Street, and Auguste Bougeau, 5 West Chapel Street, Mayfair. The last-named defendant told the inspector when he called that since the accident the number of his customers using the stuff had increased. Mr. de Rutzen remarked to the defendant: Because some of your customers are mad that is no reason why you should be. All the defendants were fined 3*l.* and 2*l.* 2*s.* costs.

## Foreign Competition in the Colonies.

A BLUE-BOOK of 600 pages folio, containing the replies from the colonial Governors to Mr. Chamberlain's despatch of November 28, 1895, was issued on Wednesday. Despatches on foreign trade-competition have followed each other with such rapidity of late that it may be useful to point out that Mr. Chamberlain's communication asked for information as to whether there was any displacement in colonial markets of British goods by foreign ones, and the causes that led to such displacement, if any. It is obviously impossible within the twenty-four hours that intervene between the publication of the Blue-book and the printing of this journal to digest the whole bulky volume, and we must therefore, for the present, content ourselves with giving a synopsis of the reports so far as they relate to pharmaceutical goods.

The returns are designed to show the progress of foreign competition during the decade ending with the year 1894. They are made in respect of 1884, 1889, and 1894. The selection of these years obviously gave the best general test on the question at issue; but in respect to the Australian colonies it was unfortunate, because 1884 and 1894 represent, respectively, the high and low water marks of their commercial prosperity. And the inference is that the demand for low-priced goods (in which foreign competition is especially keen) naturally rises above the average at times when consumers' means are straitened.

### No CAUSE FOR SERIOUS ALARM.

The returns, on the whole, give no cause for serious alarm, but in some respects they are disquieting. The value of colonial imports affected by Mr. Chamberlain's inquiry (which left out of account articles in which foreign competition is unsubstantial) was: in 1884, 58,000,000*l.*; in 1889, 56,500,000*l.*; and in 1894, 50,000,000*l.* Of these amounts there were classed as "foreign imports"—(i.e., goods coming from foreign ports) in 1884, 25.7 per cent.; in 1889, 27.8 per cent.; and in 1894, 31.9 per cent. Considering the increase in direct steam-communication between our colonies and foreign countries during that decade, the increase is insignificant. But it is obviously misleading to class all goods coming from London as British, or from Hamburg as German. The Colonial Office, in fact, admits this, for in what we may call the "Argument" of its volume we read:—"An examination of the returns reveals a general opinion in the colonies that the importation of foreign-made goods has increased in a much larger ratio than is shown by the statistics. The most striking case of divergence between the statistical returns and the report of the estimated proportion of foreign trade is found under Queensland, where the general percentage is shown as 13 per cent., while in 23 out of 64 articles returned the estimated actual percentage ranges from 50 per cent. to 90 per cent."

The case of Queensland is an extreme one. In several other instances there is evidence that foreign competition is stationary or declining, and scattered throughout the book are satisfactory instances of the power of British manufacturers (when once they make up their mind to study their customers' wishes) to regain lost trades.

Our most serious competitors are the United States and Germany. Belgium is energetic, but her scope appears to be limited. In the East, Japanese competition is rapidly becoming a leading feature of commerce. In the West Indies and Canada, the geographical position of the United States gives that country a long pull over us. The competition, however, is not all of the foreigner against the Britisher. In many cases one foreign country is displacing another, or a colony is making headway against the mother country. In the Mediterranean, for instance, Switzerland, Austria, and Italy are already casting their shadow over Germany.

### CAUSES OF DISPLACEMENT.

The causes of the displacement of British by foreign goods mentioned in the reports are mostly of such a nature that they can be removed by concerted and energetic action on the part of British traders. We may summarise them thus:—

1. Foreigners adapt themselves more readily to customers' requirements.
2. They give longer credit, and give credit to smaller customers.

This is partly the outcome of the pains they take to know their clients personally. But this factor is, on the whole, a small one.

3. Excessive port-charges in London and Liverpool, and lower freights from the Continent to Australia, South Africa and the East, and from the United States to the West Indies and South Africa. These are among the chief causes.

4. The Merchandise Marks Act. Almost every colony points out that this Act has opened the eyes of traders to the large proportion of goods, formerly bought from Britain, that is not really of British manufacture.

There are many striking statements in the returns which bring up the question of freights for serious consideration. There is not material for analysing the effect of foreign shipping-subsidies on freight, but attention is drawn to some remarkable instances where the freight is against the British producer and in favour of his foreign rival. In some cases the freights which favour the latter are given by British vessels.

Among causes of displacement not directly due to the British trader the effect of the silver currency is mentioned in several instances; but this is obviously a worthless argument, inasmuch as it injures America and Germany just as much as ourselves. In sporadic instances false marking and piracy of trade-marks are mentioned as causing loss of British trade, but these cases are so few as to warrant the conclusion that the competition which British goods have to face is on the whole a fair one.

### THE DIAGNOSIS.

The main conclusions drawn from the returns by the Colonial Office are these:—

1. In the best classes of goods and in the capacity to put the best possible article on a market the British manufacturer is still supreme.

2. There are certain exceptions to this rule (chiefly in the case of machinery and tools) in favour of the U. States.

3. A great portion of the general colonial market is not a market for the best class of goods, and in proportion as cheap and finished imitations of such goods can be put on the market, the trade will go away to the producers of such imitations. This is precisely where the foreign manufacturer is coming in.

4. There is some danger that where the trade goes to foreign competitors in the cheap goods just mentioned a certain proportion of the better class of trade may also be diverted eventually.

We may now pick out a few of the paragraphs from the reports of various colonies relating to pharmaceutical goods:—

JAMAICA.—The total value of imported medicines and the proportion of these goods from foreign countries during the three years of comparison was as follows:—

|                                                                     |
|---------------------------------------------------------------------|
| 1884, total 15,864 <i>l.</i> , of which was foreign 4,916 <i>l.</i> |
| 1889 " 17,253 <i>l.</i> " 4,892 <i>l.</i>                           |
| 1894 " 24,271 <i>l.</i> " 9,266 <i>l.</i>                           |

The increase is almost entirely in American patent medicines. The removal of the duty on these has helped the movement. The "orthodox" (*sic!*) medicines are still imported from Britain. Practically no medicines are imported except from Britain and the United States.

CAPE COLONY.—Brushes, imports:—

|                                                                     |
|---------------------------------------------------------------------|
| 1884, total 8,127 <i>l.</i> , of which 3,052 <i>l.</i> was foreign. |
| 1889 " 14,618 <i>l.</i> " 2,184 <i>l.</i> "                         |
| 1894 " 21,437 <i>l.</i> " 4,970 <i>l.</i> "                         |

Drugs and chemicals:—Foreign imports have fallen off in proportion since 1884. In 1894 they were less than 5 per cent. of the total. With regard to brushes it is said:—"The cheapest to the medium prices are in demand, and those of German manufacture are preferred, not only on account of the make and finish, but because care is taken in the packing and general appearance. These cheap goods open out cleanly, and have a much better sale than the common lines of English-made brushes."

With regard to trade generally, the Capetown Chamber of Commerce says:—"The British manufacturer is well represented in this colony, and if he would only get over his conservatism and supply exactly what we require, instead of what he considers we ought to require, there is no reason why he should lose his grip of South African trade."

### WHERE JAPAN COMES IN.

Straits Settlements.—In 1884 47,007*l.* worth of drugs and medicines was imported, of which 42,253*l.* came from

U.K. In 1889 the total was 127,918*l.* (from U.K. 97,303*l.*), in 1894 170,716*l.* (from U.K. 145,417*l.*). The imports from Germany were 1,470*l.*, 14,336*l.*, and 18,093*l.* respectively. Lower freights, better packing, the Merchandise Marks Act, and the heavy London dock charges are given as reasons for the displacement. Disinfectants are nearly all English, but some acids and spirits of wine are from the Continent, chiefly for retail by German houses. Sulphate of copper is received from Japan, and lately sulphuric acid has come from thence. European soap is almost exclusively of British manufacture, but Japanese toilet-soaps from 8*s* to 35*s* per picul are being imported. They are of brilliant colours, and in paper boxes of 1 doz. cakes sell at 12*c.* to 35*c.* Soap is manufactured locally, and has hitherto been of a very coarse description; but the make is improving, and brown Windsor, which sells largely, is being imitated. Soap-imports from Australia are large and increasing, bar soap selling at from 8*s* 25*p.* per 50 lbs. About two-thirds of the caustic soda is English, and the balance continental. Latterly continental soda crystals have been sold to a small extent.

#### GERMAN ALKALI AND GERMAN "PEARS" SOAP.

HONG KONG makes this remarkable statement:—"German alkali is preferred to British, because it is frequently lower in price, and packed much better. The foreign article is just as adapted to the importer's taste and requirements as the goods it has displaced. It is impossible to tell the exact proportion in which the foreign has superseded the British article, as there are no statistics here. There is still a large proportion brought from England. The foreign alkali is rather better packed than the British, and, price for price, the importer is in favour of the German article."

We also hear, under "Dye-stuffs":—"The English at one time controlled the market with water blue, which was famous in Hong Kong, and was used by the Chinese, but that blue has entirely disappeared from the market. Fifteen years ago the English water blues always brought higher prices than the substitutes sent out from Germany."

Under "Soaps," the report states:—"There used to be a very good imitation of Pears' soap on this market. Pears' soap is very largely advertised, and nearly every Chinese dealer keeps German imitations of this soap, the fraud being so like the original that it is difficult to discriminate. The labels and packages are identical. It is shipped from Antwerp, and comes straight to Hong Kong."

It probably will not "come straight to Hong Kong" much longer in future, or we mistake Messrs. Pears' energy.

NEW SOUTH WALES sends detailed statistics relating to the imports of "medicines and drugs," of which the following is an abstract:—

|                      | 1884              | 1889              | 1894              |
|----------------------|-------------------|-------------------|-------------------|
| Total value ...      | 227,570 <i>l.</i> | 202,566 <i>l.</i> | 126,054 <i>l.</i> |
| Of which was foreign | 37,050 <i>l.</i>  | 30,273 <i>l.</i>  | 18,355 <i>l.</i>  |

Direct American imports have fallen off, German are slightly increasing—4,261*l.* in 1884, 5,956*l.* in 1894. It is stated that American and German surgical instruments are considered to be better finished than the English goods, and are about the same price. The demand is not large.

#### HEAVY CHEMICALS.

VICTORIA says with regard to heavy chemicals: The total imports of nitrate of soda in 1894 were worth 3,000*l.*, of which two-thirds were German, and the rest Chilian produce. The German nitrate of soda or Chilian saltpetre is made up into 1-cwt. cakes, like British nitrate of potash, for which it is said to be sometimes sold. The price is from 10*s*. to 12*s.* per cwt., lauded in Victoria. Of nitrate of potash 2,645*l.* worth was imported, of which 700*l.* worth was estimated to be German produce. The price of British saltpetre is 31*l.* to 32*l.* per ton, and of German 27*l.* to 28*l.* per ton, wholesale in Melbourne. The German is displacing the British. Indian is worth about 22*l.* 10*s.* per ton. The quality of the German is said to be equal to that of the British. The packing of British and foreign is similar. With regard to acids the total import in 1894 was 28,468*l.*, of which 10,000*l.* was estimated to be of French, 1,000*l.* of German, and 1,200*l.* of Belgian origin. But as foreign acids are nearly all bought in Great Britain, it is extremely difficult to make a trustworthy estimate. British tartaric acid is generally

guaranteed 95 per cent. of acidity, while the French and Italian is of a somewhat lower percentage, and proportionately cheaper. The retail buyers often do not know the strength, and buy the cheaper articles. Citric acid is believed to be all, or nearly all, British. Acetic acid: About three-fourths of the importations are German produce, and one-fourth British. The greater part of the acetic acid used is made in the country.

With regard to general chemicals, the total imports in 1894 were valued at 75,500*l.*, of which 12,000*l.* came from Germany, and 4,000*l.* from other foreign countries. In cream of tartar "the foreign trade is increasing," on account of the lower price. The British is 95-per-cent. the foreign about 85-per-cent. grade, but retailers do not know the difference. Arsenic is of British manufacture. Of borax nearly all the imports are from the United States. The price of the United States product is slightly less than that of the British; quality, suitability, and packing are equal; but the freight from the United States is rather higher than from Great Britain. Glycerine is nearly all of local manufacture, but a small quantity is imported from Germany. The price for pure German glycerine is 8*s*  $\frac{1}{2}$  *d.* per lb. British and foreign are of equal quality, both being 1,260 sp. gr., but there is a limited demand for German glycerine for special purposes. In sulphate of magnesia about half the importations are German and half British. The price of the British is 90*s.* per cwt.; of the German, 81*s.* per cwt. The quality is about equal.

Cyanide of potassium will be an important item in extracting gold. The German and English makes are offered at about the same price, and an effort will be necessary to conserve the trade for Britain.

#### BRITISH PACKING BAD.

The containers of all British chemicals are considered very inferior, especially the bottles for dry chemicals. These bottles are of inferior glass, of bad colour, and bad make; the labels are ugly and often put on crookedly; the stoppers are unsightly sealing-wax or tinfoil; and the outside paper wrappers are of the commonest description. The German chemicals, on the other hand, are put up in bottles of clear glass or of colours suited to the material contained, well made, and of good shape; the labels are tastefully coloured, and the stoppering is good. The American chemicals are also very much better put up than the British. This matter is of importance, in view of the fact that, partly owing to this cause, the British trade is losing ground.

For medicines (excluding patents, of which the imports in 1894 were 46,802*l.*, mostly British) the following figures are given:—

|                      | 1884             | 1889             | 1894             |
|----------------------|------------------|------------------|------------------|
| Total imports ...    | 95,523 <i>l.</i> | 98,260 <i>l.</i> | 77,312 <i>l.</i> |
| Of which foreign ... | 3,207 <i>l.</i>  | 8,424 <i>l.</i>  | 8,227 <i>l.</i>  |

Germany has increased from 1,278*l.* in 1884, to 5,174*l.* in 1894, but it is estimated that 15,000*l.* worth was really of German origin in 1894. In quinine about two-thirds of the importations are British, and one-third German. German is displacing British.

#### FINE DRUGS AND CHEMICALS.

In chloroform about half the importations are German and half British. British chloroform, best quality, costs 7*s.* 6*p.* per lb.; German chloroform, ordinary, 3*s.* per lb. The German chloroform, like the British, is from makers of the highest repute, and the range of qualities is about equal. The doctors commonly give English chloroform, because of its reliability. The German importations are to meet the requirements of those seeking cheaper goods. The price generally of foreign drugs is less than that of British drugs. The quality of German goods is generally considered equal to that of British. The containers of British drugs are inferior, which is a matter of importance. The British maintain their trade solely by the high esteem in which the products of a few large makers are held, and the reliability of the goods sent out by them.

SOUTH AUSTRALIA gives the following particulars:—

There are certain points which may be brought out which, in a measure, will show why a proportion of the drug-trade is done with Germany. The quality being satisfactory, the question of suitability resolves itself into one of price; an-

in this connection it must be noted that in the past such articles as alkaloids, drugs, and fine chemicals, which especially require quantities of alcohol in their preparation, have been obtained from Germany because, it is said, the laws of that empire permit the use of pure spirit for the manufacture of drugs in bond, while the Excise laws of Great Britain did not, the only concession being the methylation of spirits for use in making drugs. This in most cases was fatal. For instance, iodide of potassium cannot be made unless the spirit is pure, and the price of pure spirit with the English Excise duty added was prohibitive. Concessions, however, have, it is stated, recently been made in England, and the trade in this class of goods is gradually being recovered. A certain class of German drugs is lower in quality, and much lower in price, than similar British goods, and a demand for the former is thereby created. All are equally well packed.

#### SOAP AND PERFUMES.

In fancy soaps America takes about one-eighth of the trade, although the price of American soaps is high. As the quality and appearance of perfumed soap from America are very good, the perfume delicate, and (owing to milling) the soap a lasting one, the trade is on the increase. This soap is well and attractively boxed, and its sale is helped by showy advertising-matter and widely-disseminated pamphlets, which, as in the case of patent medicines, are sent broadcast as packing inside cases, thus saving the manufacturer the cost of distribution.

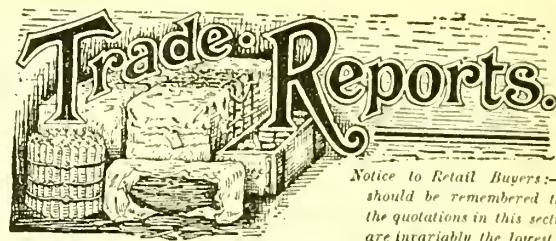
In perfumes the English maker has been largely displaced owing, not to inferiority of spirit, but in a great measure to a lack of taste in the get-up of his goods. French perfumes are handsomely boxed, and have a highly attractive appearance, and so, in scarcely less degree, are the American; but the English are usually very ordinary in appearance. Prices appear high for best French or American, but for lower qualities of German or French they are comparatively cheaper than English.

The best English and French perfumes are about equal in perfuming power, but it is because of the packing that preference is shown for foreign productions. The foreign manufacturer tries to make his packing help sell his goods, while the British maker, as a rule, relies on quality alone, and is not always superior even there. There are, however, recent signs in some cases of a marked improvement as regards the appearance of such goods. Foreign perfumes also are largely purchased by chemists because they are acceptable additions to a shop-window. Local productions are gradually making their way, mainly by reason of price.

#### THE CYPRUS PHARMACISTS.

CYPRUS.—The chief medical officer, Mr. F. Heidenstam, sends a special report on the trade in medicines in the island. He says:—"Drugs, surgical-appliances, &c., are almost exclusively imported from France, and even the few English pharmaceutical products which find their way here are imported through French houses. The reason is that there exists no commercial communication direct with the centres of manufacture, but orders are given through commercial travellers representing French houses. Owing to the inferiority of their goods they are able to give them at very low prices; facilities are also given for payment. I have been for some time trying to persuade the chemists to improve their stocks by obtaining from England genuine products, but the difficulties they find in getting their orders executed and the cost of shipment have hitherto prevented them from doing so. One, however, has, on my suggestion, entered into communication with an English firm, and his stock is almost exclusively English. It is, however, to be regretted that English houses do not make a bid to introduce their trade here, as with the exception of some stray catalogues there has been no other encouragement to induce orders and no commercial travellers have ever been sent to represent them. Moreover, so long as Cyprus medical students go to study in France in preference to England, French drugs are likely to be preferred to English."

HENNA.—It is reported that an increasing business is being done in Zanzibar in this plant owing to its extended use as a "cosmetic"—that is, as a hair-dye.



*Notice to Retail Buyers:—It should be remembered that the quotations in this section are invariably the lowest net cash prices actually paid for large quantities in bulk. In many cases allowances have to be added before ordinary prices can be ascertained. Frequently goods must be picked and sorted to suit the demands of the retail trade, causing much labour and the accumulation of rejections, not all of which are suitable even for manufacturing purposes. Further points which should be borne in mind are that the distributor generally has to bear the bulk of the freight-charges on the goods on their way from the producer to the retailer, and that for many articles the range of quality is very wide.*

42 CANNON STREET, E.C., September 16.

THERE is a fairly animated tone in the drug-market, partly as a result of the activity which pervades several other branches of the produce-trade. To-day's drug-auctions were not very heavy, but a good proportion of the merchandise offered found buyers, and at times there was a very fair competition. The principal alterations are as follows:—Cape and Curaçao aloes sold fairly well; a parcel of Zanzibars went rather cheaply. Asafoetida firmly held. Buchu-leaves scarce and much dearer. Cardamoms in demand at about 4d. per lb. advance. Calumba steady. Colocynth is tending lower. Cubebs neglected. Cassia fistula sold very cheaply, and croton-seeds have a downward tendency. Cascara sagrada offers at low prices. Dragon's-blood is steady. East Indian dill-seeds are dearer. For cascarilla there was no demand. There has been a run on ergot of rye, for which a considerable advance is asked, especially for Russian. Russian aniseed is also dearer. Gamboge realised an advance of from 5s. to 10s. per cwt., but guaiacum sold very cheaply. In gums and honeys there is no alteration. Jalap is held more firmly. Brazilian ipecacuanha was about 1d. lower, but Cartagena is scarce and held for very high prices. Musk and myrrh steady. There was a little more demand for eucalyptus oil. Peppermint oil is steadier, especially for American. Star-anise oil active and firmer. Cassia oil very steady. Distilled West Indian lime oil rather easier. A parcel of cod-liver oil sold at very low rates. Castor oil very firmly held. Olive oil has advanced considerably in Italy, but orris-root is tending easier. Rhubarb unchanged. New Tinnevelly senna rather firmer. Grey Jamaica sarsaparilla sold at about 3d. decline; Lima-Jamaica is also easier. Tonca beans have a firmer tendency. Vanilla sold well. Jamaica beeswax is from 2s. 6d. to 5s. easier. Australian beeswax rather firmly held. In the chemical-market there are few alterations. Fine chemicals mostly quiet, except quinine, which is booming. Citric and tartaric acids and cream of tartar unaltered. Heavy chemicals firm. Ammonia alkali, bleaching-powder, caustic soda, and soda crystals scarce. Sulphur firmly held. Sulphate of ammonia dearer. Benzols quiet. Carbolic acid practically unaltered. There has been a considerable movement in spices. Pimento especially is much dearer. Pepper and cloves firmer. Cassia lignea dearer. Ginger dearer for Cochin. Nutmegs and mace firmer. Chillies realise higher rates. In drysalteries we have to report an improvement in turmeric; but shellac closes flat, with an easier tendency, and cutch quiet. Linseed oil is quiet. Crude rape oil 6d. easier. Crude cotton oil 3d. dearer; refined steady. Cocoar easier.

nut oil firm. Olive oils rather higher. Palm oil is steady. Turpentine 3*d.* up, at 21*s.* 9*d.* Petroleum quiet.

It is reported that the Java quinine-factory at Bandoeng has taken so many orders for its product (which is said to be much better in quality and appearance than the best-known German brands) that the works have already to be enlarged. Alterations are now proceeding which will bring up the capacity of the factory to about 3,500 oz. of sulphate of quinine per working day of ten hours. Another quinine-factory, it is said, is about to be built by the firm of Wellenstein, Krause & Co., at Pengalengan, in Java, in the immediate neighbourhood of five of the principal cinchona-plantations, which, between them, produce about 200 tons of 5*½*-per-cent. bark a year. Mr. Schieferdecker, one of the partners in that house, is now in Europe with a view, it is said, of making working arrangements with the European makers. Meanwhile, however, some of the most prosperous plantations, including some which last year paid up to 16 per cent. dividend, are holding aloof from the Java factories. We also hear that the Dutch-Indian Government are considering the advisability of uprooting the bulk of their plantations, withdrawing their bark from the Amsterdam auctions, and devoting themselves exclusively to the manufacture of febrifuge and quinine for the use of the native population of their possessions, thus following the example of the Government of British India.

The export of oil of star-anise from Pakhui, in Southern China, amounted in 1896 to 273,733 lbs., and in 1895 to only 66,147 lbs. Of star-anise seed the exports were Star-anise 892,133 lbs. and 434,409 lbs., respectively. It is Oil and Seed. said that, as a rule, every other year yields a heavy crop of the seed (and consequently of the oil), and 1896 was a record year in respect to abundance of yield, the exports exceeding by 20 per cent. those of any previous year. From all appearances the trade in star-anise seed and oil at Pakhui would seem likely to increase, but there is a possibility that it may be diverted from that port as soon as the West River is opened to trade, inasmuch as the oil is a product of the Province of Kwang-si. In this case the trade in the products would probably fall into the hands of European firms at an earlier stage than it now does, for at Pakhui the business is entirely in the hands of Chinese traders, who forward the goods to Macao before selling them to the foreigner. About five years ago foreign houses attempted, but without success, to buy oil direct from Pakhui.

Our Hamburg correspondent wires on Thursday afternoon:—"Quinine is rapidly advancing. To-day 26*m.* per kilo. has been paid, a rise of 2*m.* since last Thursday. There is also a strong upward movement in Russian ergot of rye and anise, but prices fluctuate constantly. Pimento is dearer, and still tending higher."

Our New York correspondent, cabling on Thursday afternoon, reports that *Senega-root* is firm, at 30*c.* per lb.; there is no new-crop root offering. *Sassafras oil* is held for 40*c.* per lb. *Sarsaparilla*, according to quality, from 28*c.* to 34*c.* per lb. *Lobelia inflata* offers at 7*c.* per lb., *Deertongue-leaves* at 29*c.*, and *Golden seal-root* at 27*c.* per lb. *Cascara sagrada* is tending upwards after the recent decline, but still offers very cheaply at 82*60* to 82*75* per 100 lbs. All these drugs are scarce and tending higher. There is practically no *Wormseed oil* this season. *Petroleum*, 85*70* per barrel.

**ACID (LACTIC).**—The price of 1*s.* 10*d.* per lb. for lactic acid, which was rumoured in several quarters to be the bottom quotation last week, does not appear to have been accepted by any manufacturers or second-hand holders. At

any rate, so far as our inquiries go, we have not found any lower *bond-fide* quotation than 2*s.* per lb.

**ACIDS.**—*Tartarie* remains firm at 1*s.* 2*d.* per lb. for English and 1*s.* 4*d.* for foreign. *Citric* unaltered at 1*s.* 2*d.* per lb., *Concentrated lemon-juice* being quoted at 12*s.* 5*d.* per pipe f.o.b. *Boracic acid* may be had at 24*s.* to 24*s.* 6*d.* per cwt. for crystals, and 26*s.* to 26*s.* 6*d.* for powder. *Oxalic*, 3*½**d.* to 3*¾**d.* per lb.

**ALOES.**—*Cape* was represented by 45 cases, of which the bulk sold at unchanged rates, 21*s.* 6*d.* to 22*s.* per cwt. being paid for good hard bright, and from 21*s.* to 18*s.* for fair seconds to ordinary drossy. A consignment of 627 gourds of *Curaçao* aloes sold fairly well, at 32*s.* to 33*s.* for good brown livery; 26*s.* to 27*s.* for fair, and down to 16*s.* for common *Capey*. *Socotra* aloes of good quality, of which about 80 packages were shown, is still held for 80*s.* per cwt., but holders do not seem to be able to make sales at that figure. A parcel of 14 cases *Zanzibar* aloes, in skins, partly good bright and soft, partly false-packed, sold cheaply at 50*s.* per cwt., "subject to approval."

**ASAFOETIDA.**—At to-day's auctions 170 cases, partly of new arrival, were offered, but the limits are too high to admit of business at public sale. Heavy pinky block, partly almondly, was bought in at 60*s.* to 65*s.* per cwt.; for fair brown and pinky softish block, slightly stony, 60*s.* is the price; and for grey, reddish block 45*s.* per cwt. is asked.

**BALSAM COPAIBA.**—Five cases fair thin partly cloudy *Para* were bought in at 2*s.* 2*d.* per lb., and 5 cases *Angostura* sold at 1*s.* 6*d.* to 1*s.* 7*d.* per lb. for reddish but fair quality, which is easier.

**BENZOIN.**—*Sumatra* gum was in fairly large supply, and a good proportion of the 264 cases offered sold at a slight decline, over 80 cases being disposed of at 6*s.* 10*s.* to 6*s.* 12*s.* 6*d.* for fair seconds, almondly centres, false-packed borders; 5*s.* 2*s.* 6*d.* to 5*s.* 5*s.* for ditto, but old fracture and false packed; and from 75*s.* to 82*s.* 6*d.* for ordinary false-packed thirds. The finest qualities of *Sumatra* gum are wanting, and would probably realise high prices if offered. Of *Palembang* gum only 20 cases ordinary quality were offered, and bought in at 22*s.* per cwt. Two cases *Siam* small to bold loose pale almonds realised 20*s.* 12*s.* 6*d.* to 22*s.* per cwt. respectively.

**BUCHU-LEAVES** are scarce, and very much dearer, 11 bales of good round green quality selling readily at 5*½**d.* per lb., which makes an advance of fully 1*½**d.* per lb.

**CALUMBA** is still firmly held, 19 bags fair washed being bought in to-day at 32*s.* per cwt. Thirty bags good washed *Calumba* root sold to-day at 32*s.* per cwt.

**CAMPHOR (CRUDE).**—No business is reported to have taken place on the spot, but the market is firmer, the quotation for *Japanese* (which is very scarce) being 102*s.* 6*d.* to 105*s.* per cwt., c.i.f., and for *Formosa* 97*s.* 6*d.* per cwt., spot, and 92*s.* 6*d.* per cwt., c.i.f., October-November shipment. The following official returns have been published with regard to the exports of camphor from China:—1896: 2,173 piculs, value 67,738 Haekwan taels. 1895: 17,513 piculs, value 472,201 H. taels.

**CANNABIS INDICA.**—At auction to-day 63 Robbins good green, rather stalky, herb were shown, for which 3*½**d.* per lb. is asked.

**CARDAMOMS.**—About 130 packages were offered for sale to-day, and of this 85 sold with excellent competition at the general advance of 3*d.* to 4*d.* per lb., the remainder being very firmly held. *Ceylon-Mysore*, fine bold pale, realised 4*s.* to 4*s.* 1*d.*; good pale, 3*s.* 10*d.*; medium to bold, 3*s.* 6*d.* to 3*s.* 8*d.*; small to medium pale, 3*s.* to 3*s.* 3*d.*; good bold pale, slightly specky, 3*s.* 6*d.*; fair small partly brownish to medium, 2*s.* 8*d.* to 2*s.* 11*d.*; dull and lean to 2*s.* 7*d.* per lb., and for seed the high price of 3*s.* 4*d.* per lb. was paid. Holders generally expected a further rise.

**CINCHONA.**—At the monthly auctions on Tuesday a total of 1,035 packages was offered, comprising 435 African, 355 East Indian, 129 Java, 66 Ceylon, and 50 Cuprea. The bulk of this sold with excellent competition at an advance in price, the unit averaging fully 1*d.* per lb. For West African druggists' bark especially there was a marked advance,

*Succirubra* selling at  $4\frac{1}{2}d.$  to  $5\frac{1}{2}d.$  per lb. for fair quill, a rise of quite  $1\frac{1}{2}d.$  per lb. Ceylon and E. Indian barks brought the following prices:—*Succirubra*,  $1\frac{1}{2}d.$  to  $3\frac{1}{2}d.$  per lb.; *Officinalis*,  $2\frac{1}{2}d.$  to  $5\frac{1}{2}d.$  per lb.; *Ledgeriana*,  $3\frac{1}{2}d.$  to  $5\frac{1}{2}d.$  per lb.; and *Hybrid*  $3\frac{1}{2}d.$  per lb. Java *Ledger* bark realised  $4\frac{3}{4}d.$  to  $7\frac{1}{2}d.$  per lb. The *Cuprea* bark was bought in. At to-day's drug-auctions 31 bales *Carthagena* bark, all slightly damaged, were bought in. The first-hand stock of bark at Amsterdam is now very small—viz., 6,891 packages, of which 4,287 packages will be offered at auction on September 30.

**CIVET.**—Good quality is rather more plentiful, and prices are still tending downwards; 21s. per oz. would now be taken for the best kind available. At auction a few horns of ordinary to medium quality were offered and bought in at 20s. per oz. nominally for the best grade. "Civet" (says the British Attaché to the Court of King Menelik in a report on Abyssinian trade) "is chiefly produced in the north of the country. In the middle of July it was worth from 6 to 8 Maria Theresa dollars per Abyssinian oz. (which appears to be equal to about 10s. 6d. per oz. av.). It goes to Egypt and India."

**COLOCYNTH.**—Three bags of fair *Spanish* pulp, out of a parcel of 14 which was offered, sold at the rather high price of 3s. per lb. Nine cases fair small to medium *Turkish* colocynth were bought in at 1s. 3d. per lb., and 12 cases fair, partly broken and seedy, slightly damaged apple, sold at 1s. 1d. to 1s.  $0\frac{1}{2}d.$  per lb.

**CREAM OF TAETAR.**—Steady. Best white French crystals, 77s. 6d.; powder, 80s. to 81s. per cwt.

**CROTON-SEED** is difficult to sell, and prices are rapidly tending downwards. Ten bags of fair quality from Ceylon were offered to-day, and bought in at 40s.; and one robbin from Cochin was taken out. Of croton oil, one case of 36 bottles, *Herrings*'s brand, was bought in, the price being 3d. per oz., an offer of 2d. being rejected. For another parcel of 18 packages rather dull mixed seed from Bombay 50s. per cwt. is the limit.

**CUBEBS.**—Quite neglected. Fifty-four bags were offered in sale to-day. For one parcel of medium quality, from Singapore, 22s. 6d. per cwt. is asked, an offer of 20s. being refused. For other lots limits range from 24s. to 26s. per cwt.

**DRAGON'S-BLOOD.**—Fine qualities are not offering at present, and would realise high prices if obtainable. Of medium to ordinary grades 42 cases were shown to-day; 2 of these sold at 6s. 17s. 6d. for fair saucers, medium colour; common saucers and slabs were bought in at 75s. to 90s.; soft seedy lump at 7s.; and for hard brickly lump a bid of 5s. 10s. was rejected, 6s. being the limit. A lot of loose, rather woody mixed gum, of fair colour, was bought in at 7s. 10s. per cwt. for sound quality.

**ERGOT OF RYE.**—There has been something like a run upon this long-neglected article. The *Russian* crop appears to have been a total failure, and on the spot 6d. per lb. has been paid for sound ergot of that description. Probably even higher prices have been conceded, but it is very difficult to find any holders who will sell at all. Perhaps 7d. per lb. might still be accepted, but  $7\frac{1}{2}d.$  is freely quoted on the spot, and 7d. per lb. c.i.f. It is said that Hamburg firms have given orders to their London agents to buy up all they can lay their hands upon below that parity. At auction 18 bags new *Russian* were reported sold privately, and a lot of 10 bags was bought in at  $7\frac{1}{2}d.$  per lb. Ten bags sound *Spanish* ergot were bought in at 10d. per lb.

**GALANGAL.**—According to the Official Customs Returns just published, the total exports of galangal from China in 1896 were 22,327 piculs, against 17,233 piculs in 1895.

**GAMBOGE** in much better demand at an advance of about 5s. per cwt. Of 37 cases offered fourteen sold at 8s. for fair *Siam* and *Singapore* mixed, partly ricey, partly good fracture, and at 8s. to 8s. 5s. for a slightly better lot. Ordinary ricey discoloured pickings were bought in at 6s. 10s. per cwt.

**GENTIAN-ROOT** is decidedly firmer again. Some sales were made recently at 20s. per cwt., c.i.f. terms, for good

*French*, but 22s. is now again required. On the spot there does not seem to be much available under 25s. per cwt.

**GUAIACUM.**—This drug was only represented by 15 packages. *San Domingo* of ordinary quality, partly blocky, partly loose, and mixed with wood. The best lot, containing some fair gum, realised  $9\frac{1}{2}d.$ ; another and very woody lot brought from 3d. down to 1s. 1d. per lb.

**GUM ACACIA.**—No sales whatever were made at to-day's auctions; fair-picked *Triste* grain was bought in at 7s. per cwt., and 5 serons brown *Barbary* gum from Mazagau at 42s. per cwt. A Reuter telegram from Merawi (Soudan), dated September 15, states that it appears to be the great desire of the inhabitants of Darfur and Kordofan to find a trade opening for the great reserves of gum which they are only waiting a favourable moment to sell.

**HONEY.**—*Jamaica*: 31 packages out of a supply of about 70 sold at 27s. for good candied yellow and at 24s. to 22s. for ordinary brown. For *Chilian* honey there was no demand at auction; 30 half-barrels of good white quality were bought in; 5 cases *Queensland* honey were taken out without mention of price, and 34 cases *Californian* in tins, of fair quality, is limited at 30s. per cwt.

**IPECACUANHA.**—Of *Brazilian* root 47 bales were offered, of which 13 sold at partly barely steady rates, and partly at a decline of 1d. per lb. Rather wiry mixed to good plump annulated sound root realised 6s. to 6s. 2d.; fair to good plump, slightly damaged, 6s. to 6s. 3d.; and third-class damaged, subject to approval, 5s. 10d. per lb. *Cartagena* root is scarcer than it has been for a long time. There are at present only 27 packages of this kind in the warehouse. At auction 11 bags were offered, and all bought in at 5s. per lb. for slightly damaged quality.

**JALAP.**—The only lot offered to-day consisted of 20 bales fair to good unworked *Vera Cruz*, which are held for  $5\frac{1}{2}d.$  per lb., showing a rather better market; 6 bales were reported sold privately at that figure.

**KOLA.**—Ten bags of fair quality in quarters realised the good price of 6d. per lb., and for another lot of 18 bags of ordinary quality a bid of  $3\frac{1}{4}d.$  is to be submitted.

**LIME-JUICE.**—Fifteen casks of about 30 gallons each of *New Zealand* lime-juice were offered without reserve, but could not find a buyer.

**MERCUBIALS** have not been changed in price, notwithstanding the decline in quicksilver. For a parcel of *Chinese Vermilion*, shown to-day, 2s. 2d. per lb. is asked.

**MUSK** rather firmly held, but without much demand. At auction 2 tins first-pile *Tonquin* pods, small to bold thin grey skin and under skin, very damp and partly broken, were limited at 70s., and 5 tins ditto, third pile, very wet, at 45s. per oz. One tin of wormy hard small first-pile pods, thick grey skin, sold at 55s. per oz., an advance of 2s. 6d. on the last price paid at auction for this variety. Musk trimmings only realised 2d. per oz.

**MYRRH.**—Little demand was shown at auction. Fair to fine pale, native-picked myrrh was bought in at 65s. to 85s. per cwt.

**OIL (CASTOR).**—Firmly held. Best *Italian* medicinal oil is offered at  $4\frac{3}{4}d.$  per lb. on the spot. At auction 2 casks good *French* castor oil sold at 31s. per cwt. Eight cases *Italian* were bought in at 5d. per lb., and 40 cases *Calcutta* firsts also at 5d. per lb.

**OIL (COD-LIVER).**—Our Bergen correspondent writes on September 11 that the market is without alteration; finest non-congealing *Lofoten* oil being offered at 64s. per barrel, f.o.b. terms. The exports from Bergen, up to date, were 6,648 barrels, against 3,613 barrels at the corresponding period of last year. Seven casks fair *Norwegian* oil in tinned barrels, lying at a private warehouse, sold without reserve at low prices, ranging from 45s. to 50s. per barrel.

**OIL (OLIVE).**—Reports from Italy state that prices have advanced from 2l. to 4l. per ton, and that a further rise is in prospect. Cream oil is now quoted at 65l. to 68l. extra superior at 58l. 10s. to 62l., and sublime at 54l. to 57l. 10s. per ton of 1,015 kilos., c.i.f. terms.

**OILS (ESSENTIAL).**—Five cases of *Amymdalina eucalyptus* oil from Melbourne sold to-day at  $10\frac{1}{2}d.$  per lb., and for five

others 11*d.* per lb. is the price. Five cases Tasmanian *globulus* oil (Eagle brand) are held for 1*s.* 9*d.* per lb. For a 16-case parcel of fair quality oil from Adelaide the limit is 1*s.* per lb. For 4 cases Portuguese *globulus* oil no bids could be obtained at 2*s.* per lb. Some extraordinary sales were made in "Oil of bergamot" (so catalogued), of which 7 coppers sold without reserve at 1*s.* 7*d.* per lb. Of lemon oil 63 coppers, no allowance for tret, "lying in a private warehouse," sold at from 1*s.* 11*d.* to 3*s.* per lb. *American oil of peppermint* is rather firmer at 6*s.* 3*d.* per lb. for HGH in small quantities, and possibly 6*s.* per lb. for large quantities on the spot. To arrive HGH quotes at 6*s.* per lb. *Wayne County*, 4*s.* 3*d.* per lb. c.i.f. Of *Japanese oil* 9 cases *Dementholisised* were bought in at 3*s.* 3*d.* per lb. The price is about 3*s.* spot and c.i.f.; 40-per-cent., nominally 4*s.* 3*d.* per lb. Seven bottles *Ylang Ylang* were bought in at 3*s.* 8*d.* to 3*s.* 3*d.* per lb., and 7 cases *Cassia oil*, 84 - per cent. to 87 - per cent., at 7*s.* 2*d.* per lb. Privately there has been a better demand for *Oil of cassia*, and to - day's "c.i.f. quotation" comes at 5*s.* 6*d.* for 80 to 85 - per cent. A considerable business has been done in *Star-anise oil* at full prices, 8*s.* 3*d.* per lb. having been freely paid on the spot. To-day there are probably still sellers at that figure. The quotation for arrivals is from 8*s.* to 8*s.* 3*d.* for September-October shipment. *Citronella oil* in drums offers at 1*s.* 1*1*<sub>2</sub>*d.* on the spot, and for shipment orders have been wired out at 1*s.* per lb. c.i.f. *Lemongrass oil* on the spot offers at 2*1*<sub>2</sub>*d.* to 2*3*<sub>4</sub>*d.* per oz. The price of *Imhsen's* new *Otto of rose* has been fixed at the same figure as last year—viz., 27*s.* 6*d.* per oz., f.o.b. terms. At auction to-day a case of *West Indian* distilled *Lime oil* sold at 4*s.* per lb. For another parcel of distilled *Lime oil*, from the West Indies, 3*s.* 9*d.* per lb. is the limit. Three cases from Dominica sold to-day at 3*s.* 11*d.* to 4*s.* per lb. A case of D. & O. *Wintergreen oil*, shown to-day, is priced at 5*s.* 6*d.* per lb., and two Winchesters of English *Lavender oil* at 60*s.* per lb. Five cases of D. & O. *Peppermint oil* sold, without reserve, at 4*s.* 5*d.* per lb. From France we hear that some distillers have advanced the price of *Spike oil* (which is now being distilled) by about 20 per cent., but in another quarter that announcement is said to be premature, as the distillation is still proceeding. It is also pointed out that if prices should be raised much there will be a danger that consumers will restrict their use of the oil. *Thyme oil* is still being distilled, and yields a good crop. *Rosemary* remains unaltered. The new French *Lavender* prices have not yet been fixed, but the crop is likely to be rather below the average.

**ORRIS-ROOT.**—Privately, sales have been made at 46*s.* per cwt., ex wharf, for extra-picked new-crop *Florentine*. Picked offers at 43*s.*, and small white at 41*s.* per cwt., ex wharf. The c.i.f. quotations are as follows:—*Florentine*, small white, 35*s.* 6*d.*; sorts, 36*s.*; picked, 39*s.*; extra picked, 43*s.* per cwt. The article is now cheap, but it is said that when the French manufacturers (who are the principal buyers) enter the market prices may advance. At auction 20 bags *Verona* root were shown, of which 10, of medium quality, sold at from 29*s.* to 33*s.* per cwt. Four bales good *Mogador* root were bought in, 35*s.* being the price asked for these. Ten bags fair *F'rentine* were bought in at 70*s.* per cwt.

**QUICKSILVER.**—Two mercury mines are being worked in Algeria, and produced between them 11 tons of mercury, which was all shipped to the United Kingdom. The London price has been reduced by 2*s.* 6*d.*, from 6*l.* 17*s.* 6*d.* to 6*l.* 15*s.*, second-hand 6*l.* 14*s.* 6*d.*

**QUININE.**—The quinine-market has advanced, but there is very little offering. The manufacturers' quotations are as follows:—*Howards*, in vials, 1*s.*; *Whiffen's*, in vials, 1*s.*; in bulk, 10*d.*; *Taillandier's*, in bulk, 9*1*<sub>2</sub>*d.* to 10*d.*; *Pelletier*, in vials, 1*s.* 3*1*<sub>2</sub>*d.*; *Amsterdam*, in bulk, 9*1*<sub>2</sub>*d.*; *B. & S.*, in bulk, 9*d.*; *Brunswick*, *Jimmer*, and *Jobst*, in bulk, 9*1*<sub>2</sub>*d.*; *Auerbach*, in bulk, 10*d.* per oz. The makers will only sell to *bonâ-fide* consumers, and in small quantities, but a singular feature of the market is that, whereas 9*1*<sub>2</sub>*d.* per oz. had been freely paid in second-hands up to Wednesday, and 10,000 oz. sold yesterday and to-day at 10*d.* per oz., the B. & S. agents still sell to their friends at 9*d.* per oz. It seems, however, that the intrinsic position of the market is too strong to make

successful the efforts of certain manufacturers to keep down the price.

**RUBBAR.**—Of 185 cases offered to-day 34 sold at steady prices for ordinary old qualities, while nine new crop is firmly held. *Shensi*, fine round druggists', good coat and fracture, realised 3*s.* per lb.; ordinary small to medium round, fair, partly grey fracture, 1*s.* 2*d.* per lb.; medium to bold, bright coat and fracture, is limited at 3*s.* 6*d.* per lb.; wormy, rough medium to bold round pickings, realised 11*1*<sub>2</sub>*d.* per lb.; small rough coat, fair fracture, 1*s.* 3*d.* per lb. For medium to bold flat *High-dried*, of good fracture, 1*s.* 2*d.* is asked, and for small ditto 1*s.* 1*d.* per lb. Rough *High-dried*, ordinary coat, partly dark fracture, realised 9*1*<sub>2</sub>*d.*; medium to bold, wormy pickings, 8*1*<sub>2</sub>*d.* to 9*d.* per lb. *Canton*, round, small to medium flat, good coat, half fair, half dull fracture, 1*s.* 2*d.* per lb.

**SARSAPARILLA.**—There have been arrivals of about 30 bales grey *Jamaica* and from 30 to 40 bales *Lima-Jamaica*. These were put at auction to-day. Of the genuine grey variety 51 bales were offered, of which 36 sold at 2*d.* to 3*d.* per lb. decline, sound at 1*s.* 10*d.*, slightly damaged 1*s.* 9*d.* to 1*s.* 7*d.*, badly damaged 1*s.* 6*d.* per lb. *Lima-Jamaica* was also slightly easier; 44 packages of damaged root realised from 1*s.* 4*d.* down to 1*s.* 2*d.* per lb. Three bales fair red native root were bought in at 1*s.* 3*d.* per lb.

**SEEDS (VARIOUS).**—*Dill-seed* is dearer; a parcel of 45 bags of good quality from *Bombay* realised 14*s.*, and for another lot of 20 bags 13*s.* is to be submitted for sound quality. *Bombay Fennel-seed* is reported to be held privately at 13*s.* per cwt., and at that figure 20 bags found a buyer to-day, while for damaged quality 10*s.* to 11*s.* 6*d.* per cwt. was accepted. Twenty-six bags *Bombay Thyme-seed* were bought in at 15*s.* per cwt. *Cumin-seed* easier; 10 bags fair *Maltese* sold cheaply at 30*s.* per cwt. *Russian Anise* is advancing. Sales of fair quality were made on the spot this week at 16*s.* 6*d.* per cwt., but to-day as much as 19*s.* per cwt. is asked. *Syrian Fennel-seed* is quoted at 15*s.* 3*d.* to 16*s.* 9*d.* per cwt.; *Celery-seed* at 25*s.* to 28*s.* per cwt.

**SENNNA.**—Some arrivals of new crop *Tinnevelly* leaves were placed in auction to-day, and sold readily with good competition at rather dearer prices, from 2*d.* to 3*d.* being paid for medium to good bold green leaves, and from 1*1*<sub>2</sub>*d.* down to 1*3*<sub>2</sub>*d.* for small to medium, partly yellow, and dull leaves. *Pods* realised 1*1*<sub>2</sub>*d.* per lb. Of *Alexandrian senna* several lots, amounting altogether to 46 packages, were offered, but only 9 bales of bold siftings sold at 2*1*<sub>2</sub>*d.*, while 1 case of good pods realised 5*d.* per lb., subject to approval.

**TONCA-BEANS.**—The market is decidedly firmer. The lots which were sold at low prices at the last auctions have gone into consumption, and for good black *Para* beans 1*s.* 6*d.* per lb. is now the lowest price privately. At auction 2 packages ordinary old partly foxy *Paras* sold without reserve at 7*d.* to 8*d.* per lb., and for 1 cask of fine *Angostura* a bid of 6*s.* was refused, this lot being bought in at 8*s.* per lb. It is said that the few firms who "handle" Tonca-beans in New York, while publicly agitating in favour of the imposition of a duty on the beans (an attempt in which they have been successful, for the drug, which was formerly free, has now been made dutiable at the rate of 50*s.* per lb.), quietly laid in a stock of 360,000 lbs. of the beans, enough to supply the American requirements for three years. They consequently have the market in their hands now, and can make their customers pay an increased price equal to the new duty, while the American Government will not obtain a dollar revenue from the tax for some considerable time to come.

**VANILLA** remains firm. Of the fair quantity of *Bourbon* vanilla offered to-day about one-half sold. Fine chocolate, 8*1*<sub>2</sub> to 9*1*<sub>2</sub> inches, 28*s.* to 30*s.*; good 7 to 8*1*<sub>2</sub> inches, 25*s.* 6*d.* to 28*s.*; 7*1*<sub>2</sub> to 8*1*<sub>2</sub> inches, 25*s.* 6*d.* to 27*s.*; good fresh plump, 5 to 7*1*<sub>2</sub> inches, 21*s.* to 25*s.* 6*d.*; brownish and foxy short and mixed lengths, 10*s.* 6*d.* to 21*s.* per lb.

**VARIOUS DRUGS.**—Fifty cases of *Japanese crude Antimony* were bought in at 22*l.* per ton. Good, partly bold, *Cuttlefish* bone from *Bombay* is held for 3*1*<sub>2</sub>*d.* per lb. Of *Cascara sagrada* 40 bags were bought in at the nominal price of 15*s.* per cwt. For another lot of 87 bales, a bid of 11*s.* was

rejected. *Cassia fistula* is lower: 37 packages West Indian (Grenada), small to bold fair pods, sold at 7s. 6d.; 9 bales fair *Chiretta* sold at 1d. per lb., subject to paying charges. There is no demand for *Casuarilla* at the prices asked by holders; 40 packages were bought in to-day, fair, partly fine quality, at 32s. to 36s.; siftings at 22s. per ewt. *Gallanum*, neglected; 3 bags fair palish sorts were bought in at 1s. per lb. Of 11 serons ordinary woody mixed *Gum euphorbium*, 2 sold without reserve at 10s. 6d. per ewt. Nine bales *Pareira brava* of fair quality, which have been offered before, were shown; a bid of 25s. per cwt. was made for them, and this is to be submitted. Twenty bags fair, partly dark mixed, *St. Ignatius beans* were bought in at 6d. per lb., and for 18 bags country-damaged *Jaborandi*, which have been offered before, no bid could be obtained. Seventy-one bags of good quality *Seammony* root are held for 30s. per cwt. Nine 2-cwt. cases of water-damaged *Castile soap* sold cheaply at 9s. 6d. to 10s. per cwt., without reserve. One bale of good thin to damaged *Simaruba* bark brought 2½d. per lb. Two bags *Turkish seammony*, containing 73.5 per cent. of ether soluble resin, were bought in at 22s. per lb. *Star-anise* firmly held. Twenty cases genuine *Chinese* were bought in to-day at 87s. 6d. per cwt.

**WAX (BEES').**—*Jamaica* wax was in fairly large supply to-day, and holders sold readily at a decline of from 2s. 6d. to 5s. per cwt. The bulk realised 7s. 10s., and a few parcels 7s. 12s. 6d. per cwt. *Australian* wax, on the other hand, sold at full to rather dearer prices—viz., from 6s. to 6s. 5s. for fair mixed colour. A considerable quantity of *Madagascar*, *Zanzibar*, *Spanish*, and *Italian* wax was bought in. White bleached *Calcutta* was also bought in at 6s. 10s. to 6s. 15s. per cwt.

**WAX (JAPAN).**—On the spot the market is dull, with sellers of good pale squares at 40s. per cwt. At auction several lots were bought in at that figure. For arrival somewhat firmer prices are quoted, 38s. c.i.f. terms, being the general asking-price.

#### Heavy Chemicals.

The firm tone lately noted in the condition of the heavy-chemical market continues, and the business which is passing is, on the whole, fairly satisfactory. Reports from the Tyne, the Clyde, and Lancashire districts show that a steady feeling exists, and if prices do not advance at all, they are easily maintained. The general demand from home consumers is somewhat disappointing, but it seems probable that an improvement will take place shortly. Dyers, bleachers, and calico-printers are all busier, and some are even working overtime, whilst papermakers and glass-makers are steadily engaged. *Bleaching-powder* moves briskly at 6s. 12s. 6d. to 7s. f.o.b. Liverpool, hardwood casks, and 6s. 3s. 9d. to 6s. 7s. 6d. per ton for softwood casks on rails. *Caustic soda* continues very firm, particularly for highest strengths, and is scarce. It may also be mentioned that this product is now barred for shipment to Germany, France, Belgium, and Austria. *Ammonia alkali* firm, 58-per-cent., 4s. to 4s. 5s., f.o.b. Liverpool, and 3s. 17s. 6d. per ton in bags on rails. *White alkali* steady; 52-per-cent. 5s. 10s., 50-per-cent. 5s. 5s., and 48-per-cent. 5s. *Soda-ash* unchanged; *Caustic*, 5s. 2s. 6d.; *Carbonated*, 4s. 17s. 6d. per ton on rails. *Soda crystals* are very scarce, and price is firmly maintained at 2s. 12s. 6d. to 2s. 17s. 6d. per ton in bags on rails. *Recovered sulphur* scarce, and quoted 5s. per ton. *South Durham salt* is moving freely at 9s. per ton, f.o.b. Tees. *Sulphate of ammonia* is very firm, and good business has been done. Quotations now stand: *Brockton*, 7s. 17s. 6d.; *Beckton* terms, 7s. 16s. 3d.; *Hull*, 7s. 18s. 9d.; *Leith*, 8s.; and *London*, 8s. to 8s. 2s. 6d. *Benzols* are quiet, and now quoted: 90-per-cent., 1s. 10d. to 1s. 11d., and 50-per-cent., 2s. 1d. *Sulpho-yanides* are in better request: *Potassium*, 6½d.; *Ammonium*, 95-per-cent., 6d.; and *Barium* 95-per-cent., 4½d. *Sulphate of copper*, 15s. 10s.; *Anchor*, 17s.; *Liverpool*, 16s.; *January-April*, 16s. 15s. Demand for *Green copperas* has slackened somewhat, and, although price is nominally unchanged, makers show a disposition to meet buyers. *Borax* and *Boracic acid* weak. *Nitrate of soda*, refined, 7s. 7½d.; ordinary, 7s. 4½d. *Cream of tartar*, powdered, 80s. to 81s.; *Crystals*, 77s. 6d. *Brown acetate of lime* firm, with upward tendency.

#### The Liverpool Drug-market.

Our Liverpool correspondent, writing on September 14, reports that *Quillaia* bark has been in better demand, and there is a sale reported at 23s. 10s. in one large line, and now holders are firm at 25s. per ton for fair average quality *Chilian*. *Canary-seed* is dull and inactive, and the late rates of 28s. to 30s. per quarter for good bright *Turkish* are nominally asked. *Acacia gums* are practically unchanged, and holders are still asking late quotations, but the transactions in the sort are very limited indeed. *Castor oil* has fully sustained the opinion that higher prices would be paid and maintained, as, notwithstanding the recent arrivals, good seconds *Calcutta* has been selling freely at 3½d.; *Madras* is held for 3½d. to 3½d.; first-pressure French, 3½d. to 3½d.; sales of second-pressure French have been made at 3½d. *Potashes* are firm at 19s. 6d., though business has been done during the week at 18s. 6d. per cwt.; *pearlashes* are held for 29s. to 30s. per cwt. *Bombay Fenugreek seeds* are selling at 11s. 6d. per cwt., and *Egyptian* are held for 10s. per cwt. *Californian Honey* is moving off freely, and 37s. 6d. is asked for prime liquid new-crop. In *Beeswax* the trade is in small compass, 6s. being asked for *Sierra* grade, and 6s. 15s. has been paid for some *Chilian* grey and yellow mixed. *Russian aniseed* is offering at 15s. 6d. to 16s. 6d. per cwt. *Seammony* root has been inquired for, and sales have been effected in quantity at 30s., and 50s. is now asked for the remaining stocks. *Cream of tartar* is selling at 82s. per cwt. for first white. *Turpentine* is advancing, and sales are reported at 22s. 6d. per cwt.

#### The Hamburg Drug-market.

Our Hamburg correspondent writes on September 14 that business in general is quiet, excepting in spices, which show a brisk trade at rapidly advancing prices. Large sales of *Pepper* and *Pimento* are reported, while *Cassia lignea* and *Cloves* also show an upward tendency. Drugs are little changed. *Russian anise* of new crop is very firm, 42m. to 45m. being asked, while old *Anise* can be still bought at 36m. per 100 kilos. *Balsam Peru* quiet, at 15m. per kilo. *Cassia lignea* is firm at 78m. per 100 kilos. for new, spot delivery. *Camphor* is steady, but shows little business; prices vary from 257½m. to 260m. per 100 kilos. *Maltese eumin-seed* is unchanged at 37m. per 100 kilos. *Calumba* remains firm at 65m. per 100 kilos. for natural. *Ergot of rye* has advanced suddenly, and demands to-day 120m. per 100 kilos. *Honey* is firm; *Californian* changed hands at 22m. to 22½m. per 50 kilos.; *Chilian* is steady, at 45m. to 47m. per 100 kilos. for *Pile II.* and *III.* *Liquorice-root* is firm, at 65m. per 100 kilos. for spot and 63m. for forward delivery. *Menthol* is quiet, at 13m. per kilo. *Lycopodium* is steady, at 265m. per 100 kilos. *Opium* remained quiet, at 18m. per kilo. *Quinine* is very firm, and little offering, at 24m. per kilo.; large sales are reported to have been made to America. *Russian anise-seed oil* is offering at 14½m. per kilo. *Star-anise oil* is firmer, at 17m. per kilo. *Peppermint oil*, HGH, quiet, at 6m. per lb.; *Japan*, 6m. per kilo. *Castor oil* is firm, but shows little business, at 64m. to 65m. per 100 kilos. in barrels. (German oil, *duty-free*.)

**TRADE WITH CANADA UNDER THE NEW TARIFF.**—In the current number of the *Canadian Gazette* (dated September 16) it is stated that instead of increased trade between England and Canada, which was the expected result of the new tariff, there has been a substantial decline. During the four months in which the tariff has been in operation there has been a decline in exports to Canada of 171,565., or 14 per cent., as compared with the corresponding period of 1896, when the high tariff was in operation. Several reasons are given by those who should know for this unexpected state of things. All agree that four months is too short a period in which to fully test a tariff. Others point to the large railroad-iron reduction as largely outside all questions of tariff. Another vital influence in impeding the increase of trade has been the uncertainty as to the exact interpretation of certain matters affecting the tariff, especially the question of country of origin, the preferential clause being interpreted at first to apply only to goods originating in Great Britain; but that restriction has now been removed.



In writing letters for publication, correspondents should adopt a concise, but not abbreviated, style. They are requested to write on one side of the paper only.

**Notice to Correspondents.** Letters, with or without a nom-de-plume, must be authenticated by the name and address of the writer. Queries should be written on separate pieces of paper, and the regulations printed under the sections to which they apply should be strictly observed.

#### Poor-law Dispensers.

SIR.—Being from home, I regret I was unable to reply sooner to your correspondents on the above subject. With them, I agree that a Poor-law Dispensers' Association should be established. It seems extraordinary that the L.G.B. should fail to recognise the worth of a dispenser, and pay him accordingly; and more extraordinary that dispensers will take anything for their services, without endeavouring to obtain a scale, at least, equitable with other officers in the same service.

Some years ago the chairman of a metropolitan parish dispensary, while speaking at a meeting of the Pharmaceutical Society, said "that in his parish the Board of Guardians had recently elected a dispenser at 130*l.* per annum, increasing to the maximum of 140*l.* but that the L.G.B. would not sanction a greater commencing salary than 120*l.*, whereas on the same day the same Board elected a clerk to give out provisions, &c., at a salary of 140*l.* increasing to 180*l.*—this being sanctioned without a murmur."

I think the majority of Guardians would be with us. I know many Guardians who are desirous to increase their dispenser's salary beyond the maximum. About five years ago a metropolitan board pressed the L.G.B. very much to grant their dispenser 15*l.* per annum beyond the maximum (140*l.*), and, failing to get it sanctioned, as an alternative granted him an annual gratuity to that amount.

The late chairman of my Dispensary Committee was astounded when I told him that the L.G.B. would not sanction a greater salary than 140*l.* per annum for whole time.

About six weeks ago the *Poor-law Officers' Journal*, in a leader on the refusal of the L.G.B. to sanction 15*l.* per annum beyond the maximum to a dispenser, pointed out that dispensers have only themselves to blame for their present scale of remuneration if they are contented to go on year after year on the ancient and inadequate scale which, compared with that of other officers, is not only an unjust, but iniquitous, anomaly.

More recently still, the late clerk to the Sheffield Guardians, at a meeting in connection with his resignation, stated that the poor-law service was an excellent one, the officers in it being fairly well remunerated for their services, the only exception being officers in the medical department, who were poorly paid.

Some people, and perhaps some Guardians, compare a dispenser's salary with a chemist's assistant's; but that is not just. Although there are many chemist's assistants better remunerated, yet the poor-law dispenser's salary should be compared with the income of the chemist in business for himself, which averages from 250*l.* to 800*l.* and more net. The poor-law dispenser is as legally and morally responsible for his work as the chemist in business for himself, but the chemist's assistant can throw the burden on his master in the same way as the assistant workhouse-master, the assistant clerk, and the assistant relieving officer can throw it upon their principals. The L.G.B. might also compare our salaries with the head-dispensers of our large hospitals, whose salaries and emoluments are from 200*l.* to 300*l.* per annum, also with Navy dispenserships, and, lastly, with the dispenser at the General Post Office, whose salary is 230*l.* per annum.

The Poor-law Dispensers' Association that Mr. Attree refers to was established about eleven years ago, the organisers working very hard. All poor-law dispensers were admitted members on payment of a subscription of 2*s. 6d.* per annum, stationery was printed, some business was done, and every-

thing seemed promising; but alas! the poor-law dispenser felt, then as now, so contented that few took any interest in it, and, owing to the paucity of the members enrolled, the society soon ceased to exist.

If it were possible, I should like to see the late Poor-law Officers' Association resuscitated, with the same chairman, secretary, and treasurer holding their respective offices, as I feel in them we would have energy *ad libitum*.

Yours truly,

September 11.

CAPSICUM. (216/37).

#### The Unqualified Medical Dispenser.

SIR.—The recent articles on this subject raise an interesting query as regards the position of Apothecaries' Hall assistants in some of our public hospitals. In one or two places it is the custom to charge a certain sum before any medicine is given. The hospital regards it as a contribution towards expenses incurred, but there is no doubt that many patients look at it in a different light, and sometimes it actually covers the cost of their medicine. It seems to me that it is much the same as the advice-and-medicine doctor. A patient sees a physician, who writes out a prescription, say, containing a poison. This is taken to the dispensary, where an unqualified dispenser first asks for the usual amount, then hands over the medicine. The query that arises with me is, Does this constitute a sale? The hospital authorities say that it does not, but it looks very much like the style of a medical dispensary with its unqualified dispenser, and one would at least like to think a public institution desired to place itself above suspicion and not set a bad example to its students.

Yours truly,

QUEBIST. (215/5.)

#### Preventive Deaths from Chloroform.

K (258/27) writes to us on the still frequent deaths reported from the administration of chloroform. He insists that in all these cases the jury and the public should know the sex and age of the deceased, his or her previous state of health, the nature of the intended, in progress, or completed operation, the mode and manner in which the chloroform or other anesthetic was administered, and what length of time elapsed from the commencement of inhalation to the beginning of symptoms of danger. No difficulty will then be found to arrive at a correct conclusion, whether death was the result of an overdose inadvertently administered, due to the faulty method employed in its administration, to carelessness, or to the nature of the operation.

Eighteen minimis of pure chloroform is the average quantity in the system of an adult weighing about 150 lbs. when sufficiently insensible for a surgical operation. Knowing this, an estimate can easily be made by any jury of the quantity that should have been sufficient to cause perfect insensibility, according to the body-weight in the case under consideration. It is not the unfortunate administrator who is to blame for a fatal accident from chloroform, but the teaching of the medical schools, that it is not necessary to consider the quantity given, but to take the patient's symptoms as the only guide. Symptoms, as records of fatal cases show, are observed too late for remedial measures to be of any good. If chloroform is to be administered free from risk, we must go back to Snow, who says, "The first rule in giving chloroform is to take care that the chloroform vapour is so far diluted with air that it cannot cause sudden death without timely warning of the approaching danger," and "when the vapour of chloroform is not sufficiently diluted with air, the risk is one of sudden paralysis of the heart."

#### LEGAL QUERIES.

We do not give legal opinions by post. Information regarding most legal matters in connection with pharmacy will be found in THE CHEMISTS' AND DRUGGISTS' DIARY, and in "Pharmacy and Poison Laws of the United Kingdom," and Alpe's "Handy-book of Medicine-stamp Duty."

211/34. A. N. bought a glass showcase and some glass shelves at an agreed price. The makers invoice the showcase, &c., the box and the straw in which the goods were packed, and 2*s. 6d.* for packing. "A. N." disputes this last

item. The makers say the 2s. 6d. is charged for altering the nearest size packing-case they had in stock. We are inclined to agree with "A. N." that the charge is not one that can be maintained. He asks whether he would get expenses if he contested the case and won. That is within the discretion of the judge, but costs generally follow the result.

215/3. *Kino*.—In the absence of a specific agreement, the notice to assistants is determined, not by the intervals at which salary is paid, but by the custom of the trade in the locality. We should say you could certainly prove that a month's notice is the custom.

213/46. *Acme*.—There is no occasion to label the powders "Poison." Neither calomel nor sugar is on the schedule.

213/45. *Hotspur*.—The law says you must label tincture of aconite or a mixture containing it "Poison." We have no power to grant you a dispensation. If you send the mixture out labelled with your name and address, and keep a copy of the prescription in your prescription-book with the name and address of the person for whom it is intended, it is not necessary to label it "Poison." You can hardly be serious in asking us if 5*iss.* tinct. aconiti would be dangerous for a child. To ascertain whether a word is registered you must either make a search at the Trade-marks Office, Southampton Buildings, W.C. (1s. per  $\frac{1}{4}$  hour) or apply for registration of the word, risking 5*s.* on it. Or you might write to the Comptroller. Perhaps he will tell you.

213/22. *A. A. F.*.—The reply last week about phenacetin and acetanilide powders being liable to stamp-duty was in answer to a specific question, and was rather misleading. They only become liable if made so by the label or by some advertisement. One of the powders alone would not be liable under any circumstances. We do not think your label (harmless headache and neuralgia powders) would render the powders liable.

213/69. *Nemo*.—We cannot give you fuller information about qualifying than is published in our Educational number, September 4.

208/34. *Dulcis* bought a range of drawers, which got damaged in transit. He refused to receive them and "sent in a claim for same" (that is, we presume, for the damage), and subsequently claimed 5*l.* as "consequential damages" for loss of the use of the drawers, drugs spoiled, &c., through delay of the company in settling. The company did not reply to two letters, and to the third said inquiries were being made. They refused, however, to recognise consequential damages, and "Dulcis" asks if we consider he could recover such. We certainly do not. Why did "Dulcis" not write to the vendor or someone else to send him another range of drawers in place of those that were damaged? As "Dulcis" declined to accept the drawers, it would appear to be the vendor, if anybody, who has a claim for negligence against the company.

215/35. *S. S.*.—A pharmaceutical chemist can claim exemption from coroners' juries, as well as all others. This was decided by a judgment of Mr. Justice Hawkins in 1891. But pharmaceutical chemists must claim exemption if their names are published in the jury-lists now being exhibited on church and chapel doors; otherwise they are liable to serve.

215/32. *Income-tax*:—(1) You probably mean that you deducted interest and ground-rent in the abatement-claim on page 4 of the return form No. 11. This is right; but tax is nevertheless payable in respect of these outgoings. You must deduct tax therefrom when paying the same, or once in each year. (2) In ascertaining the amount of your business profits you are entitled to charge the Schedule "A" assessment, but if you reside upon the premises you can only charge two-thirds. You can also deduct all expenses actually incurred in carrying on your business. You should get a special form of account for chemist's business from the Income Tax Adjustment Agency, 12 and 13 Poultry, E.C. (1s. 6d.). (3) You cannot be required to furnish an account of your profits for more than three years ending April 5 last, or prior thereto. If no assessment has been made upon you for any year prior to 1896-7, none can now be made.

## DISPENSING NOTES.

*This section is intended for the elucidation of dispensing difficulties. Subscribers and their employés may contribute to it, criticising any of the following notes or contributing notes on prescriptions which they have found to be of unusual interest.*

### Tr. Card. Co. and Ammonia.

SIR.—I should be obliged if you will explain the change that takes place with the following:—

|                  |     |     |     |                |
|------------------|-----|-----|-----|----------------|
| Bismuth. carb.   | ... | ... | ... | 5 <i>iss.</i>  |
| Spt. amm. arom.  | ... | ... | ... | 5 <i>ijj.</i>  |
| Tr. nuc. vom...  | ... | ... | ... | 5 <i>ijj.</i>  |
| Tr. chlorof. co. | ... | ... | ... | 5 <i>ijj.</i>  |
| Aq. ad           | ... | ... | ... | 5 <i>viii.</i> |

Whatever dispensed, the mixture becomes almost colourless, with the exception that the bismuth assumes a slightly greenish colour. Should this be so?

Yours truly,

N. W. (211/8.)

[The spt. am. co. discharges the colour, but the bismuth should not become green. When a little tr. card. co. is added to ammoniated water the colour is intensified by the latter; but this fades away after a little time. Should however, a little ammon. carb. be added, the colour instantly disappears. We suspect that the nux vomica has something to do with the green coloration, but have not had time to follow that up.]

## MISCELLANEOUS INQUIRIES.

*We reply to our subscribers and their employés only; queries must, therefore, be authenticated by the name and address of the subscriber. When*

*Notice to Querists. more than one query is sent write each on a separate piece of paper. When a sample accompanies a query full particulars regarding the origin and use of the sample must be given, and the name of the querist should be placed on the sample. Queries are not replied to by post.*

199/52. *Bain*.—**Veterinary Medicated Baths** vary according to the nature of the complaint—thus, salt or mustard where stimulation of the skin is desired; alkaline carbonates or potassium sulphuret in chronic skin-diseases; carbolic acid, &c., in parasitic conditions. For rheumatism one would use any medicament best calculated to relieve the predominant symptoms. If there is much pain, one of the best baths is warm brine to which an ounce or two of laudanum has been added.

205/67. *Color*.—There is no book in English dealing with the manufacture of vegetable colours for confectionery. We have a book in the press which contains all about flavouring-essences.

29/97. *Nox*.—**Syrupus Tolutanus**.—The benzine odour of this syrup on keeping is due to the gradual decomposition of benzoyl cinnamate, one of the constituents of tolu balsam. It appears to undergo hydrolysis, especially in syrup made by the hot process. You should make it by the cold process, for which see Squire. The only thing to do with syrup which has developed the odour is to bring it to the boil, and keep boiling briskly for several minutes, when you will find an evolution of gas, and on cooling the syrup will be found to be free from the benzine odour, also much feebler in natural aroma. It may be improved by the addition of 5 gr. of benzoic acid to the pint—in fact, this is an addition which may with safety be made to all tolu syrup at the first, for it is the best thing to prevent development of the benzine odour.

203/41. *Glasgow*.—**Plate-polish**.—Your sample is composed of finely-levigated rouge in a liquid consisting of 2 volumes of potato spirit and 3 volumes of water. There is no glycerine in it, but there appears to be the merest trace of some fatty substance, which may account for its apparent slow evaporation. Try a single drop of castor oil to each ounce of the spirit.

208/42. *T. H. H. F.*—**Tincture of Myrrh and Borax.**—Our correspondent has made this preparation according to the following formula, which has been published in the *C. & D.* :—

|                 |     |     |     |       |
|-----------------|-----|-----|-----|-------|
| Glycer. boracis | ... | ... | ... | 5iss. |
| Tr. kramerie    | ... | ... | ... | 5ij.  |
| Tr. myrrhae     | ... | ... | ... | 5vij. |
| Aq. coloniensis | ... | ... | ... | 5vij. |

He writes in regard to it as follows:—

The glycerine of borax precipitates the rhatanotannic acid, and more or less of the colouring-matter of the tincture of rhatanay. I thought at first that the water in gly. boracis was the cause of the mischief, but found by experiment the same effect with glycerine of borax *minus* the water. Can you suggest any way of averting the precipitation of the astringent principle of the rhatanay tincture? Even after filtering the preparation becomes more or less cloudy. The eau de Cologne was made with S.V.R. 60 over proof. Why a precipitate should take place at all is a perfect enigma to me.

We have heard of this before, but have never been so unfortunate as to experience the trouble. The precipitate appears to be rhatanay red, formed from the rhatanotannic acid by hydrolysis, and doubtless the glycerine of borax has something to do with this. Yet its use is almost universal, for out of a dozen formulae we find only two which do not contain glycerine and borax. Our correspondent should try the formula without the glycerine, and, if it still fail, the following recipe:—

|                   |     |     |     |     |      |
|-------------------|-----|-----|-----|-----|------|
| Myrrh             | ... | ... | ... | ... | 5ij. |
| Borax             | ... | ... | ... | ... | 5ij. |
| Rhatanay-root     | ... | ... | ... | ... | 5j.  |
| Boiling water     | ... | ... | ... | ... | 5vj. |
| Syrup             | ... | ... | ... | ... | 5ij. |
| Eau de Cologne to | ... | ... | ... | ... | Oij. |

Dissolve the borax in the boiling water, and when cold add to the rest of the ingredients. Macerate for a week, and filter.

208/23. *Vivum.*—The **Seasickness-prevention Powder** (58 gr.) is a mixture of chloralamide and bromide of potassium in about equal parts. We presume that the powder contains two doses—15 gr. of each ingredient being the common dose, or 15 gr. of chloralamide and 20 to 30 gr. of the bromide.

206/26. *Spes.*—We are inquiring.

207/69. *Ringworm.*—The prescription is not ours, but was sent in in competition. We have, however, heard that it is effectual, but is somewhat strong. After filtration it should keep well in bottle for years.

202/62. *Syrupine.*—We have not a formula for the sauce.

208/61. *L. K.* (Melbourne).—Thanks for yours. We would have inserted the notice had we received it a few months earlier.

209/3. *Delta.*—**Fly-oil for Cattle:**—

|                   |     |     |     |     |      |
|-------------------|-----|-----|-----|-----|------|
| Asafoetida        | ... | ... | ... | ... | 5ss. |
| Oil of turpentine | ... | ... | ... | ... | 5iv. |

Macerate four days, and strain into the following:—

|                   |     |     |     |     |      |
|-------------------|-----|-----|-----|-----|------|
| Oil of thyme      | ... | ... | ... | ... | 5j.  |
| Heavy mineral oil | ... | ... | ... | ... | Oij. |

Mix.

210/9. *J. B.*—The **Toothache-jelly** which you refer to is composed of equal parts of fused carbolic acid and collodion. It slowly becomes pink in colour, especially when made with inferior acid.

209/45. *E. Booth.*—The **Linen-glaze** which you send is composed of 1 part of hard paraffin and 4 parts of stearin.

210/65. *H. J. I.*—You should purify the bisulphide of carbon before using it for the cement. To do this add an ounce or so of mercury to each pint, and shake up occasionally every day for a week, then filter. The mercury can be used over and over again if you strain it through a piece of chamois. The bad odour of carbon bisulphide is not *sui generis* (pure bisulphide has a smell like chloroform), but is supposed to be due to free sulphur or a sulphur compound, which the mercury removes. Oils of lemon and cassia make a good cover.

210/73. *Saffron.*—(1) There is no single book which will assist you in all departments of **Wholesale Manufacturing of Galenical Preparations.** Expertness in that is chiefly a matter of experience. The following works are useful:—Caspari's "Pharmacy," Adrian's "Extracts" (a French work), Squire's "Companion" (for assaying), Shears on "Pharmaceutical Apparatus," and Proctor's "Lectures on Pharmacy." You should regard these as only the nucleus of a library, and you should not fail to add to it illustrated price-lists of pharmaceutical apparatus of all kinds as you may get them. (2) Allen's "Commercial Organic Analysis" is the best work for general pharmaceutical assaying, but Pearmain and Moor's small book on "Foods and Drugs" (Baillière, 3s. 6d.) may suit you to begin with.

249/33. *J. I. F.* (Boston, U.S.).—**Phosgene** is carbonyl chloride ( $\text{COCl}_2$ ), and is said to be the chief impurity in decomposed chloroform. It is a gas with a highly suffocating odour. You will find all about it in any good chemistry text-book.

208/32. *Sacch. Fix.*—The following is the **Combined Toning and Fixing Bath** you refer to:—

|                      |     |     |     |     |          |
|----------------------|-----|-----|-----|-----|----------|
| Sodii hyposulph.     | ... | ... | ... | ... | 5vj.     |
| Ac. citrici          | ... | ... | ... | ... | 5iss.    |
| Ammon. sulphocyanid. | ... | ... | ... | ... | 5ij.     |
| Aluminis             | ... | ... | ... | ... | 5iss.    |
| Argent. nitrat.      | ... | ... | ... | ... | gr. xij. |
| Aq.                  | ... | ... | ... | ... | 5xxvij.  |

Mix, and allow to stand for twenty-four hours; then filter. For use, add to each 5 oz. of above 1½ gr. gold chloride.

203/67. *Rat-poison.*—We can find nothing in the rat-poison to account for its power of causing rats to disappear after eating it.

200/28. *Rosa.*—The sample of ink is too small to enable us to do a useful analysis.

203/3. *Kennington.*—The success of the lotion in the case of acne was probably due to the hot bathing which preceded the application. Beyond a little glycerine there is nothing medicinal in the lotion.

198/62. *Fertiliser.*—The subject of fertilisers is too big to treat in this column. "Artificial Manures," by M. G. Ville, translated and edited by Sir W. Crookes (Longmans, Green & Co., 21s.), is the book you require.

200/64. *L. B.*—"Manual of Therapeutics," by R. Hughes (Leath & Ross, 12s. 6d.), is a good book on the principles of homeopathic treatment. You might perhaps obtain a secondhand copy of Jahr's "Manual of Homoeopathy," translated by Currie, which was at one time a standard work on the subject.

213/39. *Pyro.*—The wages of a manager in a drug-business depend so much on the kind and extent of the business, and other circumstances, that it is not possible to give exact figures. We should say the salary varies for "outdoors" from 120*l.* to 250*l.*, and "indoors" from 70*l.* to 150*l.*

213/34. *Nemo.*—You omit to give the particulars we require before we examine samples. See the notice at the head of this column.

213/28. *J. M.*—**Spice for Pheasants' Food.**—We make your sample to have the following approximate composition:—

|                    |     |     |     |     |      |
|--------------------|-----|-----|-----|-----|------|
| Pulv. capsici      | ... | ... | ... | ... | 5j.  |
| Pulv. antim. nigr. | ... | ... | ... | ... | 5j.  |
| Pulv. foenegraci   | ... | ... | ... | ... | 5iv. |
| Pulv. gentianæ     | ... | ... | ... | ... | 5iv. |

M.

213/66. *Counter Prescriber* (Yorks).—(1) In the first volume of the *C. & D.* for 1891 you will find many references to the **Use of Electricity for Painlessly Extracting Teeth.** The simplest method is to let the patient grasp one pole of the current by the hand on that side from which the tooth is to be extracted, and connect the other pole with the forceps, the current being turned on at the moment of extraction. A suitable current is obtained from one bichromate cell and a small Ruhmkorff coil. (2) To produce various

**Coloured Hat-lacquers**, spirit-soluble aniline dyes, such as Bismarck brown, eosine, and malachite green, are dissolved in shellac varnish. (3) Of the books you mention, Lionel Beale's "Slight Ailments" and Stretch Dowse's recent work are most suitable for counter-use.

213/36. *Sucz.*—(1) The sample of **Oil for Killing Lice, &c.**, in the Hair, which you say "acts like magic," is made by mixing 1 part of expressed oil of stavesacre with 7 parts of olive oil, or it could be imitated by macerating stavesacre-seeds in oil, as in making ung. staphisagrie, B.P. (2) **Capsuling-composition.**—See *C. & D.*, September 26, 1896, page 504.

211/2. *Pot. Carb.*—**Hair-curling Powder:**—

|                         |     |     |        |
|-------------------------|-----|-----|--------|
| Dried carbonate of soda | ... | ... | 10 oz. |
| Powdered acacia         | ... | ... | 4 oz.  |

Mix.

Give 3ijs. in a packet, this to be dissolved in a teacupful of hot water for damping the hair.

210/60. *Canab.*—**Stencil-ink for Sacks.**—Boil together 4 oz. of ground shellac, 3 oz. of borax, and 20 oz. of water until the shellac is dissolved and the solution measures 20 oz.; then add this gradually to a mixture of drop-black 2 oz. and powdered acacia 2 oz., mixing well.

209/406. *Lux.*—**Metallic Thorium** dissolves in hydrochloric and nitric acids. You should consult a good text book of chemistry, or ask us precisely what you want, and not express yourself vaguely.

209/62. *J. A. S.*—**Spruce Black Beer:**—

|                                 |     |     |      |
|---------------------------------|-----|-----|------|
| Essence of spruce               | ... | ... | 5ij. |
| Soluble essence of ginger       | ... | ... | 5ij. |
| Conc. decoction of sarsaparilla | ... | 5j. |      |
| Essence of pimento              | ... | ... | 5j.  |
| Caramel to                      | ... | ... | 6j.  |

Mix.

This makes the extract for the beer, two tablespoonfuls being sufficient for 3 gals. of beer (2 lbs. of sugar, 1 oz. liquorice-juice, 3 gals. of water, and  $\frac{1}{2}$  oz. German yeast; ferment six hours).

210/59. *Auntie.*—The crystallisation-marks of **Metallic Antimony** are evidence of its purity. If you wish a metal without them, you must add an impurity—say,  $\frac{1}{2}$  per cent. of copper.

211/9. *Picric Acid.*—**Liq. Calcis Iodinata** is supposed to be a solution containing calcium iodide and iodate, but the preparation is a proprietary one, and the formula for it has never, to our knowledge, been published.

212/49. *Pharmacist.*—**Orange Bitters:**—

|                       |     |     |      |
|-----------------------|-----|-----|------|
| Orange-peel           | ... | ... | 5j.  |
| Preserved citron-peel | ... | ... | 5ss. |
| Gentian               | ... | ... | 3ss. |
| Cascarilla            | ... | ... | 3ss. |
| Rectified spirit      | ... | ... | 5v.  |
| Water                 | ... | ... | 3xv. |

Macerate the comminuted solids in the menstruum for a week, and filter.

**Wormwood Bitters:**—

|                  |     |     |      |
|------------------|-----|-----|------|
| Wormwood         | ... | ... | 5ij. |
| Juniper-berries  | ... | ... | 2ss. |
| Cinnamon         | ... | ... | 5ij. |
| Coriander        | ... | ... | 5ij. |
| Rectified spirit | ... | ... | 5v.  |
| Water            | ... | ... | 3xv. |

Macerate for a week, and filter.

212/46. *Antipyrin.*—**Elixir Nitrosum:**—

|                  |     |     |      |
|------------------|-----|-----|------|
| Sodium nitrite   | ... | ... | 5v.  |
| Paraldehyde      | ... | ... | 5i.  |
| Aldehyde         | ... | ... | 5i.  |
| Rectified spirit | ... | ... | 5i.  |
| Glycerine        | ... | ... | 5ij. |
| Water to         | ... | ... | 3xx. |

Mix the glycerine with 16 oz. of water, and in this dissolve the sodium nitrite. Mix the aldehydes with the spirit, and add to the solution, shaking well. Make up to 20 oz. with water.

214/28. *Dane, N.S.W.*—The book which will suit you best is Tanner's "Index and Diseases"; but for general information on therapeutics you should get Dr. Lauder Brunton's "Text-book of Pharmacology, Therapeutics, and Materia Medica" (Macmillan, 21s.), which is a classic, and an exceedingly interesting and valuable book in the bargain. Dr. Brunton's book is better than any of the others that you name, although it does not give prescriptions; but these you will find in Dr. Stretch Dowse's "Pocket Therapist" (see our September 4 issue).

**INFORMATION SUPPLIED.**

*Subjoined are notes and formulae received from subscribers. Similar information is always welcome.*

211/38. *T. W. L.* sends us the subjoined recipe, which is one advertised in society papers:—

**Recipe for Hair-curling Fluid.**

|                     |     |     |                     |
|---------------------|-----|-----|---------------------|
| Carbonate of potash | ... | ... | 1 dr.               |
| Powdered cochineal  | ... | ... | $\frac{1}{2}$ dr.   |
| Liquor of ammonia   | ... | ... | 1 dr.               |
| Essence of rose     | ... | ... | 1 dr.               |
| Glycerine           | ... | ... | $\frac{1}{4}$ oz.   |
| Pontizumie          | ... | ... | $\frac{1}{2}$ oz.   |
| Rectified spirit    | ... | ... | 1 $\frac{1}{2}$ oz. |
| Water               | ... | ... | 6 oz.               |

Let this mixture digest, with frequent stirring, for a week, and then filter.

We buy the ingredients for making crimpoline in very large quantities, therefore we can sell you a bottle much cheaper than any chemist can make you one. Our crimpoline is prepared by an experienced specialist, and you can depend upon its being properly made. If this voucher is returned we will allow you 6d. off order, that being the six stamps you sent to us. If you get a chemist to make you a bottle up, see that they dispense it properly, or you will be disappointed; they may make it different if they have not got the ingredients you require. Full directions given with each bottle.

**TOILET EMPIORIUM.**

73 Caunden Street, North Shields.

There is no article known in commerce as "pontizumie." The above is an advertisement of crimpoline. Chemists might speak out plainly to their customers in regard to articles of this kind. We have not yet come across any such prescription, containing a cipher ingredient or ingredients, which has not been a scheme to secure the sale of a high-priced speciality of no exceptional merit. Some such prescriptions are known not to resemble the article sold. The references to chemists in them are extremely objectionable.

**Mushrooms.**—The correspondent who wanted to know recently where he could buy mushrooms in quantity, last week he might have lifted a few truck-loads of them in the vicinity of Reedsmouth, all sizes, from a button to a bonnet. I collected a few pounds in Liddesdale, and had them skinned and fried, when they formed a very luxurious accompaniment to the mutton of the district. No doubt there are plenty yet, but unfortunately I am not there to see them.

F.H.C. (14/97.)

**INFORMATION WANTED.**

*The Editor will be obliged for replies to the following from any who can furnish the information.*

217/44. Makers of gelatine unpacked.

217/60. Makers of capsule moulds and accessories.

110/97. Makers of Hygeia disinfecting fluid and powder.

191/73. What is the nature or composition of the "terebinthinate balsams used in ethereal solution for inhaling from the hand," as Dr. Symond's formula or prescription?

214/46. Working models (cheap) for windows: where obtainable?

213/45. Who supplies empty decorated envelopes for sachet-powders?

203/28. Address of firms who supply ferric oxide and polarite for sewage-contrac-

# Pears' Soap

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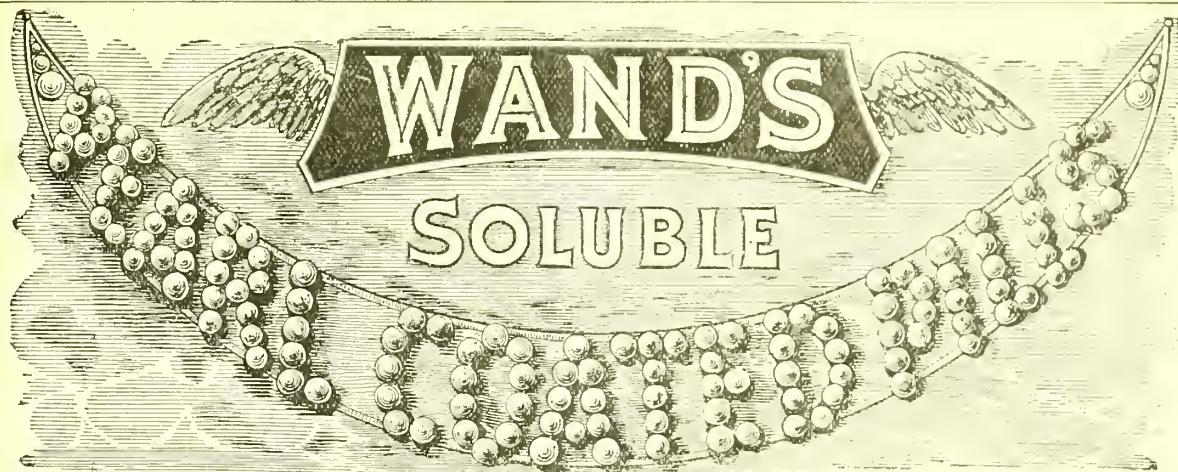
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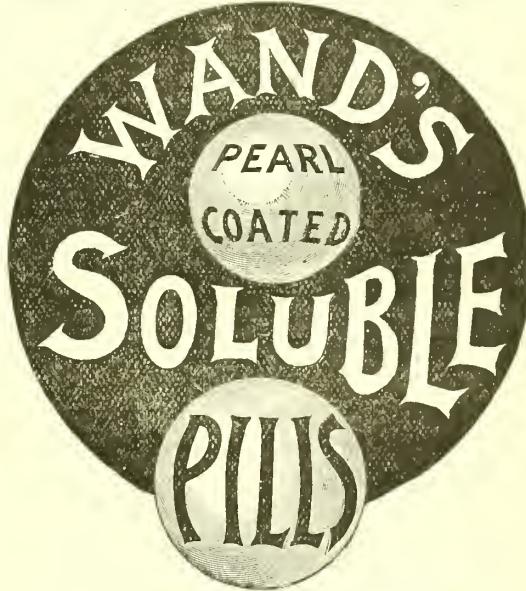


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| 205.  | " Quin. Sulph., gr. ij. ...            | 1s.       | 10d.      |
| A.    | Digestive ...                          | 4½d.      | 4d.       |
| 217.  | Rhei et Ricini ...                     | 3½d.      | 3d.       |
| 2.    | Aloes et Asafet. ...                   | 3½d.      | 3d.       |
| 3.    | " Ferri ...                            | 3½d.      | 3d.       |
| 1150. | " c. Pulegi ...                        | 3½d.      | 3d.       |
| 6.    | Asafet. Co. ...                        | 3½d.      | 3d.       |
| 9.    | Coloc. et Hyoscy. ...                  | 10d.      | 9d.       |
| 8.    | Coloc. Co. ...                         | 10d.      | 9d.       |
| 109.  | Ferri (Blaud) (2½d. on 100 gross lots) | 3½d.      | 3d.       |
| 13.   | Hydarg. ...                            | 3½d.      | 3d.       |
| 127.  | Hyd. c. Rhei ...                       | 4½d.      | 4d.       |
| 14.   | Hyd. Subchlor. Co. ...                 | 3½d.      | 3d.       |
| 15.   | Ipecac. c. Scillæ ...                  | 3½d.      | 3d.       |
| 17.   | Rhei Co. ...                           | 3½d.      | 3d.       |
| 19.   | Scillæ Co. ...                         | 3½d.      | 3d.       |

*In free Tins, all Carriage Paid in Great Britain.*



ALL PILLS SWEETENED IF DESIRED.

Private Formulas quoted for. Our stock covers 1,300 varieties. Special quotes for 500 or 1,000 gross lots.

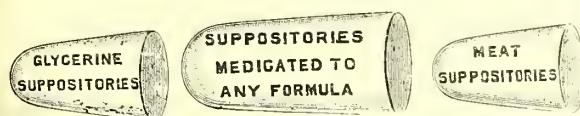
Special close Prices to Large Buyers.

## BLAUD PILL.

A GOOD SELLING LINE.

1 gross in metal-capped bottles 3/6 per dozen bottles, carriage paid,  $\frac{1}{2}$  gross of bottles 3/- per dozen, carriage paid. Pink and White Pearl Coated. Neat and telling Label in Blue. This makes a good Counter Display.

**N.B.—All prices are net prompt.**



WE ARE SPECIAL for Glycerine Suppositories, Neatly put up, 1 doz. in box, Adults' or Children's, 7/-, 3.6 per dozen boxes.



**WAND, Pill Factory, LEICESTER.**

# EVANS, SONS & CO.

## LIVERPOOL.

OFFICES—56 HANOVER STREET.

DEPARTMENTS—

## Drugs, Chemicals & Pharmaceutical Preparations.

*DRUGGISTS' SUNDRIES of Every Description.*

## PATENT MEDICINES & PROPRIETARY ARTICLES

Shop Fixtures and Fittings, Show Cases, &c.

## PHOTOGRAPHIC APPARATUS, REQUISITES, AND CHEMICALS.

Lime Juice and Cordials—Sole Consignees of "Montserrat"  
Lime Fruit Juice.

OFFICES AND WAREHOUSES—

56 Hanover Street, and 1 to 9  
Seel Street.

TINCTURE HOUSE AND PILL FACTORY,  
AND ESSENTIAL OIL DISTILLERY—  
26 to 38 Wood Street.

LABORATORIES and DRUG MILLS—

25 to 29 Fleet Street.

SHOP FITTINGS FACTORY—

71 Fleet Street.

LIME JUICE STORES—

34 to 36 Fleet Street.

**MANCHESTER**—1 and 2 Exchange Buildings, Market St.

**BIRMINGHAM**—16 Ethel Street.

☞ OUR LISTS SUPPLIED TO REGISTERED CHEMISTS ONLY. ☚

LONDON—

EVANS, LESCHER & WEBB. | EVANS AND SONS, LIMITED.

CANADA & UNITED STATES—

# CHEMISTS' EXHIBITION, 1897.

# The "EASY FIRST"

Was Exhibit of Undersigned.

## PRESS NOTICES.

"*Pharmaceutical Journal.*" August 21, 1897.

EVANS, LESCHER & WEBB, 60 Bartholomew Close, E.C., and EVANS, SONS & CO., 56 Hanover Street, Liverpool.—This exhibit was unique inasmuch as it represented a complete pharmacy fitted up with all the latest improvements, the fittings and every prepared article being manufactured by the firm. The object of the exhibitors was to show specimens of their preparations in the crude and finished form, and a large assortment of toilet articles and other counter adjuncts.

"*Chemist and Druggist.*" August 31, 1897.

EVANS, SONS & CO., and EVANS, LESCHER & WEBB make a combined exhibit, which is an "easy first." In the bay which they have taken they have placed the complete fittings of a pharmacy executed in Spanish mahogany. This is an example of the shop-fitting turned out from the Liverpool firm's cabinet-works. The whole fixture exhibits splendid workmanship, and there are many points about them which show careful thought to the requirements of the trade. Even a ceiling of special design has been fixed in to show how much that part of a shop is capable of when arranged by a competent designer. The object of the exhibit as a whole is to show that the firms can supply chemists and druggists with every article required to start and carry on the business, and the manner in which they have carried out the exhibit reflects the greatest credit upon the departments which have combined to make it.

"*City Press.*" August 28, 1897.

THE CHEMISTS' EXHIBITION.—One of the most novel features in this exhibition at Covent Garden Theatre was the druggist shop in miniature, which was fitted up and exhibited by Messrs. EVANS, LESCHER & WEBB, of 60 Bartholomew Close. It was certainly a unique exhibit, and, in spite of the smallness of the space available, every detail was most carefully carried out. The whole shop was illuminated by means of the electric light, which produced an excellent effect. This stand was greatly admired by visitors to the exhibitors, and found a purchaser, who bought the exhibit as it stood.

LONDON:

**EVANS, LESCHER & WEBB.**

CANADA & UNITED STATES:

**EVANS AND SONS, LIMITED.**

MANCHESTER—1 to 2 Exchange Buildings.

LIVERPOOL:

**EVANS, SONS & CO.**

BIRMINGHAM—16 Ethel St.

# THE LATEST DISCOVERY.



The Only Perfect Remedy for Dyspeptic Corpulency, Indigestion, and kindred affections.

*May be freely used by the middle-aged, and those inclined to stoutness.*

**"STANDARD BRAND" MALT EXTRACT** is more than three times stronger in diastase than any other make, and is unsurpassed in keeping quality.

Our goods are on "Protected List" and give a guaranteed profit of 25 per cent.

*All the principal Wholesale Chemists in the Kingdom Stock our Preparations. Samples sent post free to Medical Men, Qualified Nurses, and Chemists, on application.*

Manufactured by the **STANDARD MALT EXTRACT CO., LTD., 21 WATER ST., LIVERPOOL.**

## C. R. HARKER, STAGG & MORGAN

*Manufacturing Chemists, Wholesale and Export Druggists,*

**15 LAURENCE POUNTNEY LANE, LONDON, E.C.**

INVITE ENQUIRIES FOR

**CASCARA**

**IPECACUANHA**

} Preparations.

**MUSK & VANILLA ESSENCES**

**EMULSIONS** { Cod-liver Oil  
Petroleum

**CONCENTRATED LIQUORS**

For Syrups and Tinctures

**SYRUPS** { Hypophosph. Co.  
Eastonii  
Parrish's

**LIQUORS** { Papain et Iridin  
Euonymin et Cascarae  
Caulophylin et Pulsatillæ, &c.

**SOLUBLE ESSENCES.**

**FRUIT ESSENCES.**

**LIQUID ANNATTO.**

**HERB EXTRACT.**

**"TORPEDO" HORSE BALLS,**  
&c.,

*And all other kinds of Pharmaceutical Preparations.*

## BLEASDALE LIMITED,

**YORK.**

**TO THE WHOLESALE TRADE.**

### **Aqua Laurocerasi.**

Distilled from fresh Cherry-Laurel Leaves. Strictly P.B.

### **Liq. Papav. Alb. Conc. 1 to 7**

Prepared from Yorkshire grown Poppies.

### **Liq. Violæ Conc. 1 to 15.**

Prepared from Yorkshire grown Pansy Violets (*Viola Tricolor*). Contains no foreign colouring matter whatever.

### **Syr. Violæ Sicc.**

A Dried Syrup of Violets in the form of a fine dry powder, which will keep for any length of time in any climate. Guaranteed to contain no colouring matter whatever, except that of the Pansy Violet (*Viola Tricolor*). The Syrup and Liquor made from this powder are deeper in colour than the usual commercial articles, may be made fresh in small quantities in a minute or two, and cost considerably less than when bought ready made. Its advantages for Export are obvious. For high-class Lozenges and Cachous, Confectioners will find it much superior to Anilines.

**PRICES AND SAMPLES ON APPLICATION.**

**MILLER'S AMERICAN TOILET NEW TABLETS.****SOAPs.**

A committee of English Soapmakers inspected these at Chemists' Exhibition; their verdict was overheard, namely, "Well, I'm — if I can see how it is done," and the others coincided. In quality and value there is nothing before the Chemist to compare with these soaps. They are obtainable at our list prices from all Wholesale and Sundry Houses, and in lots of £50 at special prices.

**BABIES.**

To ensure delivery before Christmas orders should be placed now. Last year numbers of our customers were disappointed. These soap Babies sell readily and yield a good profit.

**WINES.**

Chemists will save much money and trouble by writing to us before placing orders for "Coca," "Beef and Malt," and other Invalid Wines. We are also prepared to place a full line of Table Wines *a la* Gilbey with Chemists as agents. The advantages are: protected profit with three months' credit; unsaleable wines exchanged; no competition; free advertisement; a good selection and best possible value; absolutely original and superior style in bottles, corking, labels, cartons, &c. These fine wines are bottled under the name of "Nelson & Co.," are supplied only to Chemists, are not surpassed by any in the market, and Chemists who have an eye to business will apply for this agency.

**1897 COD LIVER OIL and GLYCERINE.**

Orders for these should be placed early. Our forward booking has been unusually heavy, and prices are low now, and likely to advance.

**SYRUP. FERRI PHOSPH. CO. MALT EXTRACT.****„ „ c. OL. MORRHUÆ.**

We have new designs in cartons for these available for customers' own names, which are worth the notice of buyers.

**OL. LAVAND. MITCHAM.**

We offer the finest Oil distilled in 1893, and guaranteed pure, at greatly reduced prices.

**MUSK TONQUIN.**

Customers wishing finest blue skin "first pile" are invited to select and inspect.

**LIQUORICE.**

Our brand is second to none; sticks 4 to 1b. Samples and prices on application.

**LORIMER & COMPANY,  
BRITANNIA ROW, ISLINGTON, LONDON, N.**

Sugar-coated tablets of Hypophosphites, Parrish's Syrup, Easton Syrup, Hydrobromates, &c., are now in stock, bulk, or bottled.

**OL. SANTAL. FLAV.**

Our English Oil is best quality and value in the market. Good Foreign from 8s. 6d. lb.

**FERRI QUININÆ CITRAS, P.B.**

Our make of this is the leading line in the Trade.

**COD LIVER OIL EMULSION.  
PETROLEUM EMULSION.**

These are perfect Emulsions, and give universal satisfaction; gallon, 6s. 10-oz. bottles, 7s. 6d. dozen. 5-oz. „ 5s. „

**PEARL-COATED PILLS.****GELATINE PILLS.****CAPSULES.****FLEXIBLE**

We supply these in bulk, or put up in a large variety of attractive and saleable forms, with buyer's own name. Raspaill's Capsules are the best in the market.

**LIEBIG'S GENUINE BEEF EXTRACT.**

We import this direct from South America; the quality is always uniform, and equal, if not superior, to the Company's Extract. In lots of 6 dozen pots with buyer's own name only.

**LOZENGES.****COMPRESSED.**

All our Medicated Lozenges are **hand-made** on our own premises by experienced workmen. Buyers in quantity will find our prices most favourable. Our **Compressed Lozengettes**, "Parma Violet," "Sweet Lips," &c., are exquisite lines and sell well.

**ST. JOHN'S HEADACHE CURE.**

A new addition to stock Cachets of Caffeine, Antifebrin, &c., 12 in each box, retail price 1s. 1½d., per dozen 7s.

**CHEMISTS' COUNTER SPECIALITIES.**

We were the first to introduce these, and have the best and most saleable selection in the trade.

# HUBBUCK'S PURE OXIDE OF ZINC.

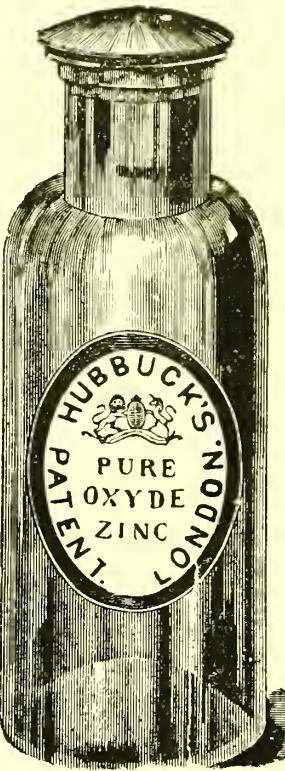
Sold by the following Wholesale Druggists, in Boxes of 7 lbs. and 14 lbs., stamped by the Manufacturers; also in 1-lb. Boxes and 1-lb. Glass Bottles:—

Allen & Hanburys.  
Balts Brothers & Co.  
Barron, Harveys & Co.  
Battley & Watts.  
Bleasdale, Limited.  
Burgoyne, Burbidges & Co.  
Clay, Dod & Co.  
Corbyn, Stacey & Co.  
Davy, Hill & Son, Yates & Hicks.  
Duncan, Flockhart & Co.  
Evans, Gadd & Co.  
Evans, Leescher & Webb.  
Ferris & Co.  
Galt & Co.  
Glasgow Apothecaries Co.  
Harker, Stagg & Morgan.  
Herrick, W. R., & Co.  
Hearon, Squire & Francis.  
Herrings & Co.  
Hirst, Brooke & Hirst.  
Hodgkinson, Prestons & King.

Carter, Carter & Kilham, Boston.  
Finlay & Brunswig, New Orleans.  
Langley & Michaels, San Francisco.  
Lazell, Dalley & Co., New York.  
Lehn & Fink, New York.

Hodgkinson, Treacher & Clarke.  
Horner & Sons.  
Huskisson, H. O., & Co.  
Ismay, John, & Sons.  
Johnson & Sons (Lim.).  
Lofthouse & Saltmer.  
Mackey, Mackey & Co.  
Oldfield, Pattinson & Co.  
Pinkerton, Gibson & Co.  
Raimes, Clark & Co.  
Raimes & Co.  
Southall Bros. & Barclay.  
Summer, R., & Co.  
Taylor, James.  
Thacker & Hoffe (Lim.).  
Thompson, H. A.  
Thompson, John (Lim.).  
Tyret, Thos. & Co.  
Walker, Troke & Co.  
Willows, Francis & Butler.  
Woolley, Jas., Sons & Co. (Lim.).  
Wright, Layman & Umney.  
Wyleys (Lim.).

McKesson & Robbins, New York.  
Muth Brothers & Co., Baltimore.  
Roller & Shoemaker, Philadelphia.  
Schieffelin, W. H., & Co., New York.  
Shoemaker, R., & Co., Philadelphia.  
Weeks & Potter, Boston.



## HUBBUCK'S PURE OXIDE

Is made by Sublimation, and is Warranted to contain upwards of

**99 PER CENT.**

of Pure Oxide; in fact, the impurities are not traceable.

**THOS. HUBBUCK & SON, LTD.**

(Established 1765).

**24 LIME STREET  
LONDON, E.C.**

Manufacturers of

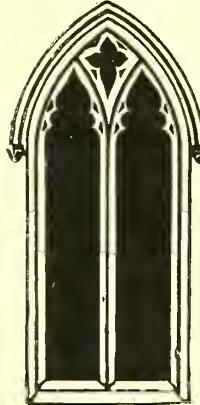
White Lead, White Zinc,  
Paints, Oils,  
Colours, Varnishes, &c.

AUSTRALIAN OFFICE—

34 QUEEN STREET MELBOURNE

The Manufacturers supply their Pure Oxide Wholesale only, in quantities of not less than 2 cwt.

## DR. BOW'S LINIMENT.



Of late a spurious article has been offered for sale, put up in imitation of the genuine or even to copying the Pamphlet, Wrapper, and Labels. To protect the public from, and facilitate proceedings against, such frauds, the Proprietor has registered the Trade Mark here shown, a reduced copy of which will be found on the outside label on every bottle put up after this date. As a further security, the name "DR. BOW'S LINIMENT" (also a Trade Mark) appears in the Government Stamp.

**BARCLAY & SONS, LIMITED, LONDON  
RAIMES, CLARK & CO., EDINBURGH & YORK**

For the Proprietor,  
December 1st, 1891.

### CHEMICAL DISINFECTANT.

5, 10, and 15 % CARBOLIC  
Antiseptic and Deodorising  
Powder.  
Bags and Casks free.

**AGENTS WANTED**  
to supply Corporations and large users.

**SOLUBLE**  
SANITARY FLUID

In Casks, and in 2, 1, and  $\frac{1}{2}$  gallon  
Tins.

### CHESHIRE BIRD LIME.

In 1d., 2d., 3d., and 6d.  
Tins. Also in 1, 2, 3, and  
7 lb. Tins & Casks, for large  
consumers and the trade.

**ENGLISH & FOREIGN  
BIRD LIMES**  
FOR  
Fly Paper Makers.

Special Terms in Wholesale quantities.

### "COAGULINE"

(TRADE MARK).  
Transparent Cement for  
Broken Articles.

### CUE CEMENT.

### CUE-TIP FIXERS

(Brass or Wood).

TIPS, WAFERS, CHALKS.

### A NEW WHITE CEMENT,

Inorganic and almost Hydraulic.



TRADE MARK.

FOR STONE, PORCELAIN,  
POTTERY, & ALL VITREOUS  
SUBSTANCES.

Requires no preparation.  
Easy and clean in application.

Prices, Circulars with Name and Address, Specimens, Show Cards, Glass Tablets, &c., &c., on application.

**KAY BROTHERS LIMITED, ST. PETERSGATE MILLS, STOCKPORT.** Founded A.D. 1786  
Incorporated 1887.



**CORBYN, STACEY & CO.**



**Wholesale and Export Druggists,  
300 HIGH HOLBORN.**

*Office and Postal Address:*

**22 GREAT ST. HELEN'S, LONDON, E.C.**

MANUFACTURERS OF ALL  
**PHARMACEUTICAL PREPARATIONS.**  
—**ANALYTICAL CHEMISTS.**—

Orders for GELATINE COATED and all other Pills of our own make  
executed with dispatch.

*In all Pills containing Extr. Coloc. Co. we use "Corbyn's."*  
**DRUG List, PILL List, and PERFUME List on application.**

*Special Quotations for Large Quantities. Telegraphic Address—"Colocynth London"*

**THOMAS TYRER & CO.**

Stirling Chemical Works, Stratford, London, E.

**PHOSPHORIC ACIDS & HYPOPHOSPHITES,**  
"STERLING BRAND"

**CHEMICAL FOOD AND HYPOPHOSPHOROUS ACID,**  
Hydrogen Peroxide and Pure Acids, Bismuth, Mercurial and Iron Salts,  
Granular and Scale Preparations, Ethers, Essences, Spirits (in Bond). [G]

**LOFTHOUSE & SALTMER,**  
**MANUFACTURING CHEMISTS, WHOLESALE & EXPORT DRUG MERCHANTS, HULL.**

Manufacturers of Granular Effervescent Preparations. We shall be glad to give specially favourable quotations, and  
send samples of our superior Nos. 1, 2, and 3 qualities of **CITRATE OF MAGNESIA.**

Importers of Cod-liver, Castor,  
and Olive Oils; Extra Super  
Essence of Lemon and Berga-  
mot, Otto de Rose, and all

Essential Oils; Valentia Saf-  
fron; Vanillas; Fruit Essences;  
Carmine, Aniline Dyes; Bees'  
Wax, &c., &c.

MANUFACTURERS of Very Superior Flexible Gelatine Capsules of Balsam Copaiba, Cascara Sagrada, Castor Oil, Cod-liver  
Oil, Santal Oil, and **Blaud's Pill Capsules**, equal to 1, 2, and 3 pills. Samples and Lowest Quotations per 1.000, or in  
Boxes for Retail, will be sent on application from either the Wholesale or Retail Trade.



# TO THE MEDICAL PROFESSION AND CHEMISTS.

Owing to misapprehensions as to the amount of morphine used in the preparation of

## Mrs. WINSLOW'S SOOTHING SYRUP,

we wish to state that the amount is one-eighth (1/8) of one grain to a fluid ounce. As there are eight teaspoonfuls to an ounce, the amount of morphine in a teaspoonful, our maximum dose, is one sixty-fourth (1/64) of a grain.

It will be seen that this is very much less than the quantity used in other preparations authorised by the Pharmacopœia.

The Anglo-American Drug Company (Lim.),

W. RENAUD, Managing Director.

33 Farringdon Road, London.

## HEWLETT'S MIST. PEPSINÆ CO. C. BISMUTHO.

Price (in England) 10s. 6d. per pound.

Dose.— $\frac{1}{2}$  to 1 drachm, diluted. Packed (for Dispensing only) in 10-oz., 22-oz., 40-oz., & 90-oz. Bots.

### LONDON MEDICAL RECORD REPORT.

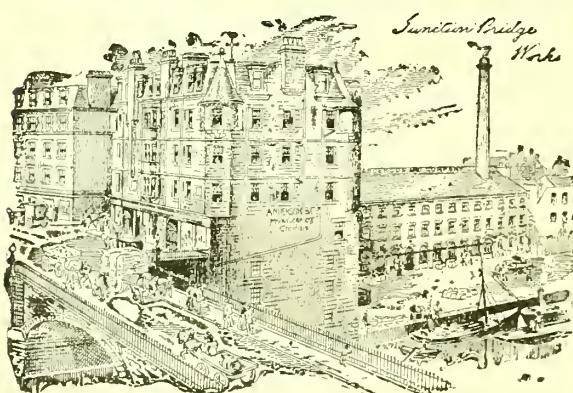
MISTURA PEPSINÆ COMPOSITA CUM BISMUTHO.

"This combination of Messrs. HEWLETT's is one which has been extensively tested, and with good results. It is justly popular in the profession as a very valuable and effective combination. It serves not only to improve aspergia, but to lessen the gastric pain and to facilitate difficult and painful digestion, without setting up any evils of its own. It is a very good crutch for persons of weak stomach to lean on."—January 15, 1881.

INTRODUCED AND PREPARED ONLY BY

[1]

**C. J. HEWLETT & SON,** Wholesale Druggists, 40, 41, & 42 Charlotte St., LONDON, E.C.



## EXTRACT OF MALT HOME.] AND [EXPORT. ITS COMBINATIONS.

GUARANTEED ABSOLUTELY PURE AND OF HIGH  
DIASTASIC VALUE.

TRIAL ORDER SOLICITED.

ANDERSON & CO., Wholesale Manufacturing Chemists,  
EDINBURGH.

# DAVIES, GIBBINS & CO.

(Upwards of 20 years with John Richardson & Co., Leicester, Limited),

## WHOLESALE MANUFACTURING CHEMISTS

Bridge Street, DERBY.

MANUFACTURERS OF

### PETROLEUM EMULSION

WITH HYPOPHOSPHITES OF LIME AND SODA.

Prepared with a Specially Purified Petroleum and Pure Hypophosphites. Freely taken by the Most Fastidious. Tastes like Cream, and does Not Repeat. Beware of Nauseous Imitations.

(In bottles to retail at 2 6 & 3 6, 16/- & 26/- per doz. In Bulk, 1 9 per lb.).

### COMPRESSED TABLETS

We have laid down the Latest Machinery for the production of the above on a large scale. Samples and quotations on application. Chemists' own ingredients compressed.

### PEARL-COATED PILLS

(Soluble in Cold Water).

### FLEXIBLE GELATINE CAPSULES

(The Finest Obtainable).

### B.P. & NON-ALCOHOLIC TINCTURES

### LIQUOR SANTAL. FLAV. CO.

(Miscible).

### LIQUOR COPAIBÆ CO.

(Miscible).

### GLYCERINE SUPPOSITORIES

SPECIAL QUOTATIONS TO LARGE BUYERS.

Prices Current of Pharmaceutical Preparations, &c., on Application.

Telegraphic Address—"PILLS DERBY."

National Telephone No. 331.

# DR. SCOTT'S BILIOUS & LIVER PILLS.

The Proprietors of the above well-known Pills have decided in the interest of the Retail trade to stop all further cutting and allow a reasonable profit, and in so doing hope to secure the goodwill and co-operation of all respectable Chemists and Druggists.

## A GOOD PILL and GOOD PROFIT.

|                        |     |     |     |     |     |                                  |
|------------------------|-----|-----|-----|-----|-----|----------------------------------|
| 1/1 $\frac{1}{2}$ size | ... | ... | ... | ... | ... | Wholesale Price, 10/- per dozen. |
| " "                    | ... | ... | ... | ... | ... | Minimum Retail Price, 1/-, box.  |
| 2/9 "                  | .   | ... | ... | ... | ... | Wholesale Price, 24/-, dozen.    |
| " "                    | ... | ... | ... | ... | ... | Minimum Retail Price, 2/6, box.  |

The proprietors will be obliged if Chemists will report all cases of Cutting to

**THE SECRETARY, PROPRIETARY ARTICLES TRADE ASSOCIATION,  
2 and 3 STONECUTTER STREET, E.C.,**

who will see that the Cutting is stopped or supplies withheld.

Messrs. LAMBERT & CO. will be pleased to supply Handbills, with Name and Address, CARRIAGE PAID, on receipt of Business Card direct to 178 Seymour Place, London W.

### MEDICINAL AND CULINARY

# HERBS

IN PACKETS AND BULK.

**The CHEAPEST HOUSE in the COUNTRY**

1d. Packets. PER 5/6 GROSS. In 1 or 3 doz.  
Paper Parcels.

In 3 or 6 doz. Hinged Lid WOOD Boxes. PER 6/- GROSS. With Attractive Labels in 3 Colours.

5% Discount Journey or Quarterly Account; extra 2½% prompt cash 7 days.

Only the Finest Quality of Herbs are Packed; 90% of the Packets contain 1 oz.; on each Packet full directions for Preparing Dose for Children and Adults, Medicinal Properties, Botanical Name, Synonyms and a useful Recipe are given.

NO NAME, TRADE MARK OR BRAND APPEARS ON EITHER PACKETS OR BOXES,

But we will put Customer's Name, Address, and other Advertising Matter on the back of the Packets (which is left blank for this purpose) on First Orders of 5 Gross Lots, and Following Orders of not less than 2 gross.

WRITE US FOR PARTICULARS.

**HERBS IN BULK AT EXCEPTIONALLY LOW PRICES.**

Write for NEW PRICE LIST. NOW READY.

Foreign Indents should be marked distinctly BROOK, PARKER & CO.  
Carriage Paid anywhere in Great Britain on Orders of £2 and upwards.

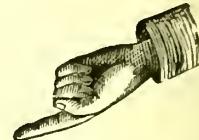
**BROOK, PARKER & CO., Wholesale Druggists,**

Spice and Seed Merchants, Grinders and Packers  
(Special Seed List Issued Monthly)

**LEEDS ROAD, BRADFORD.**

Telegraphic Address—"DRUGS BRADFORD."

## LONDON CHEMISTS



who wish to handle the oldest, best got up, and most profitable Headache, Neuralgic, and Nerve Powder should call at or write to SANGER & SONS, Winsley Street, W.

## MIDLAND CHEMISTS

should write BRIDGWATERS, Limited, Factory, West Bromwich, Sole Proprietors.

## WELSH CHEMISTS

kindly note their Dépôt is at 10 Somerset Road, Newport (Mon.), Mr. E. T. THORNLEY, chief representative North and South Wales.

## SCOTCH CHEMISTS

will receive prompt attention from R. LEES & CO., 32 Stockwell Street, Glasgow.

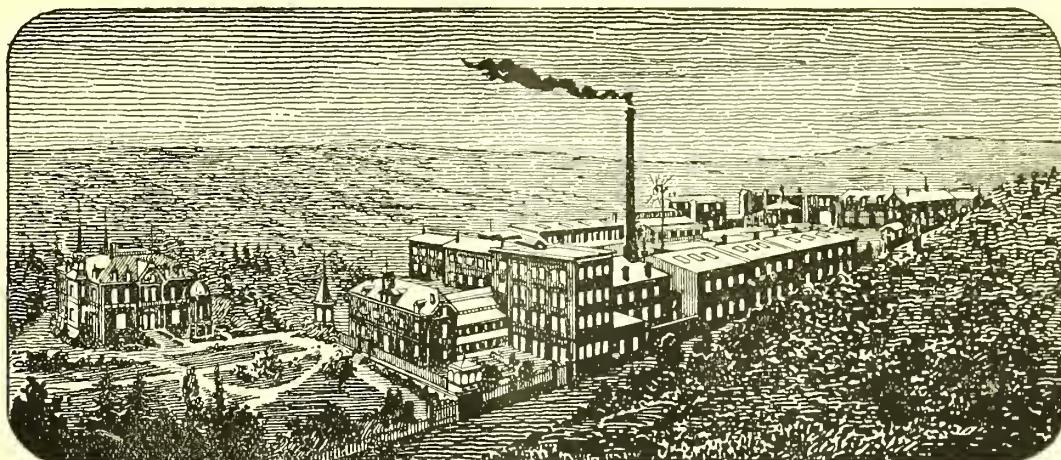
## IRISH CHEMISTS

kindly write for terms to C. W. IMLAY, 18 Chelmsford Road, Dublin.

## TO MAKE MONEY

write to-day for 1/- Box free KURE-YU Powders, with particulars of bonuses, and Illustrated Circular of MOYING MODELS GIVEN AWAY BY

BRIDGWATERS, Limited, FACTORY, WEST BROMWICH.



# EUGEN DIETERICH

CHEMICAL WORKS at HELFENBERG, near DRESDEN.

## PRICE

### Dieterich's Ferro-mangan Preparations—

|                                                                                                                                                                                                                                                               |                                              |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|
| Liquor ferro-mangani saccharati (Dieterich)                                                                                                                                                                                                                   | 8-oz. bottle (retail, 2/3); per doz., 20/-   |
| Liquor ferro-mangani peptonati (Dieterich)                                                                                                                                                                                                                    | 16-oz. bottle (retail, 4/-); per doz., 34/6. |
| Liquor ferro-mangani peptonati cum iodo (Dieterich)                                                                                                                                                                                                           | Can be had unstamped for dispensing.         |
| The ferro-mangan saccharate and ferro-mangan peptonate are unrivalled in their efficacy in all cases of anaemia and chlorosis, and are of very pleasant taste. They do not affect the teeth, and are never refused by patients even if taken for a long time. |                                              |
| The ferro-mangan peptonate with iodine was found to be an excellent substitute for cod-liver oil, especially in summer time, when the use of cod-liver oil is generally discontinued.                                                                         |                                              |

### Dieterich's Umbilical Rubber Bandage—

|                                                                                                                                                                           |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Diameter, 70 mm. (retail, 7½d.); per doz., 3/10; per gross, 43/6.                                                                                                         |
| Diameter, 90 mm. (retail, 10d.); per doz., 5/6; per gross, 63/-.                                                                                                          |
| This umbilical bandage is a very saleable article, and of proved utility; as the price is trifling compared with the bandages now on the market, a trial surely will pay. |

### Dieterich's Cod-liver Oil Compounds—

|                                                                                                                                                                                                                    |              |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|
| Cod-liver oil with: bromine and sulphur, iron and bromine, iron and iodine, iron-manganese and quinine, iron-manganese and bromine, iron-manganese and iodine, iodine and sulphur, iodine and tannic acid, quinine | Retail, 2/-. |
| Cod-liver oil with: iron, iron-manganese, iron-manganese and phosphorus, phosphorus                                                                                                                                | Retail, 1 9. |
| Per doz., 15/-.                                                                                                                                                                                                    |              |

Dieterich's cod-liver oil compounds are the best preparations as to taste and efficacy known to the profession.

### Dieterich's Tapeworm Cure—

|                                                                                                                                                                                                                                                                                                                         |                              |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|
| For adults .. .. .. ..                                                                                                                                                                                                                                                                                                  | Retail, 2/6; per doz., 18/6. |
| For children .. .. .. ..                                                                                                                                                                                                                                                                                                | Retail, 2/-; per doz., 13/-. |
| Its unrivalled efficacy in expelling tapeworms is due to the employment of extract of male fern of superior quality in combination with castor oil. Given in that manner a relatively small quantity of the extract is sufficient, and all disagreeable after-effects caused by large doses of the extract are avoided. |                              |

### Dieterich's Extract of Malted Acorns—

|                                                                                            |
|--------------------------------------------------------------------------------------------|
| Retail, 1/9; per doz., 12/-.                                                               |
| Was found very useful in rickets of children, and for persons suffering from malnutrition. |

## LIST.

### Dieterich's Court-plaster—

|                                                                                                                                                                               |                                      |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------|
| Spread on silk; width, about 20 inches:                                                                                                                                       |                                      |
| White, flesh-coloured or black, flesh-coloured arnicated or flesh-coloured salicylated                                                                                        | Rolls of 1 yard, 4/-; 5 yards, 19/-. |
| In attractive envelopes containing one leaf of plaster:                                                                                                                       |                                      |
| Flesh-coloured, white or black, size 35 by 60 mm. (1d. retail), 2 10 per 100; 12.9 per 500.                                                                                   |                                      |
| Ditto, size 60 by 70 mm. (2d. retail), 5/- per 100; 24/- per 500.                                                                                                             |                                      |
| In stylish fancy pocket-cases, containing one leaf of plaster:                                                                                                                |                                      |
| Flesh-coloured, white or black, size 35 by 60 mm. (1d. retail), 3 - per 100; 14/- per 500.                                                                                    |                                      |
| Ditto, size 60 by 70 mm. (2d. retail), 5/6 per 100; 25 6 per 500.                                                                                                             |                                      |
| Customers' name and address will be printed on every envelope or pocket-case at a charge of 1/- per hundred. On buying 500 at the time of one size, this will be done gratis. |                                      |

### Dieterich's Mustard-plaster—

|                                    |                    |
|------------------------------------|--------------------|
| Cardboard boxes containing:        | Leaves 50 100 500  |
| 100 leaves each .. .. ..           | .. .. .. 2 3 9 9   |
| 50 leaves each .. .. ..            | .. .. .. 1 5 10 6  |
| Lithographed tin boxes containing: |                    |
| 100 leaves each .. .. ..           | .. .. .. 2/10 12/3 |
| 10 leaves each .. .. ..            | .. .. .. 2 3 19.9  |

Comparing analysis proved that Dieterich's mustard-plaster is the strongest on the market, as no other forms so much mustard-oil when dipped in water as Dieterich's.

### Dieterich's Glue-bandages (Colligamen)—

(PATENTED.)

|                                                                                                                                                                                                                                       |                            |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|
| Glue-bandage, with acetate of lead 5 %, or acetate of alum, 5 %; boric acid 3 %, or Hebra ointment 10 %; sublimate 0 1 %, or salicylic acid 3 %; sulphur 10 %, or oxide of zinc 25 %; zinc and salicylic acid 25 % : 5 %, or plain .. | Per 1 doz. rolls of 5 yds. |
| Gline-bandage, with ichthylol 5 %, or iodoform 5 %; loretin 5 %, or zinc and ichthylol 25 % : 4 % ..                                                                                                                                  | 5/- 9 5 23/5               |
| Gline-bandage, with iodide of potassium ..                                                                                                                                                                                            | 4/- 7/9 19/-               |
| Glue-bandage, with mercury 20 %, mercury and soap plaster (20 % Hg) ..                                                                                                                                                                | 6 5 12/3 30/9              |

### Dieterich's Soap Glue Bandages—

(PATENTED.)

|                                                                                   |               |
|-----------------------------------------------------------------------------------|---------------|
| Soap glue bandage, with carbolic acid 5 %, or plain ..                            | 2/7 4/9 11/10 |
| Soap glue bandage, with ichthylol 5 %, or iodide of potash 2 % ..                 | 3 3 6 2 15/5  |
| Soap glue bandage, with loretin ..                                                | 5/- 9 5 23/5  |
| Soap glue bandage, with sulphur 10 %, or tar 10 %; sulphur and tar 5 % of each .. | 2/7 4/9 11 10 |

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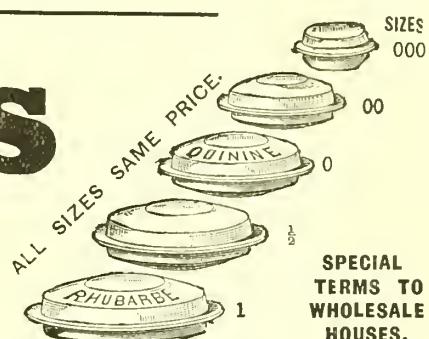
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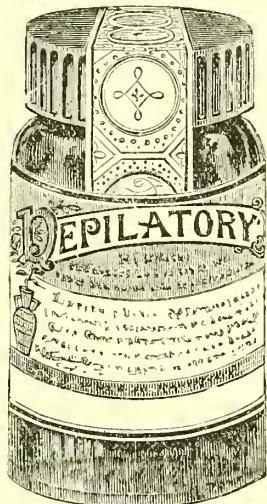
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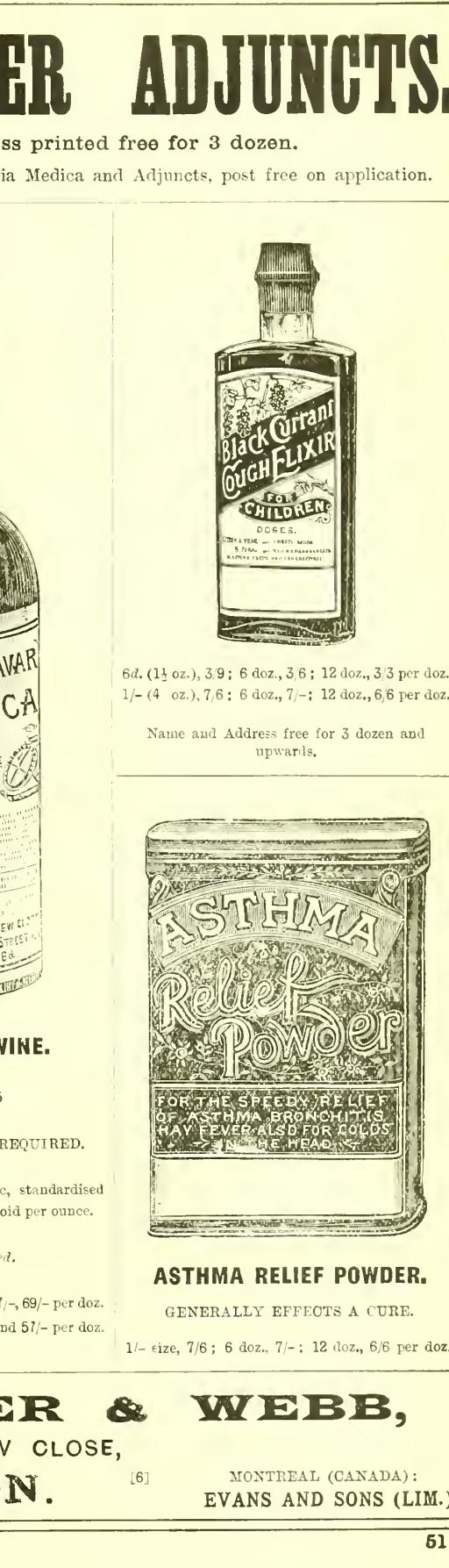
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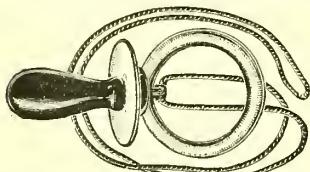
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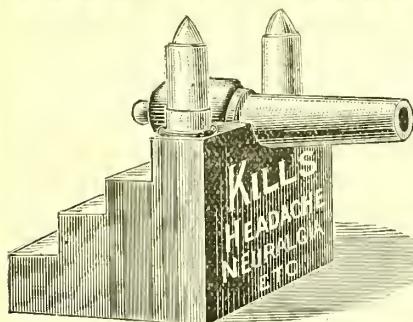
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**RUBY, BLUE, AMBER, AND  
 OPAL GLASS**

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Send particulars of size, subject matter, and colour, when price for one Tablet and upwards will be sent.  
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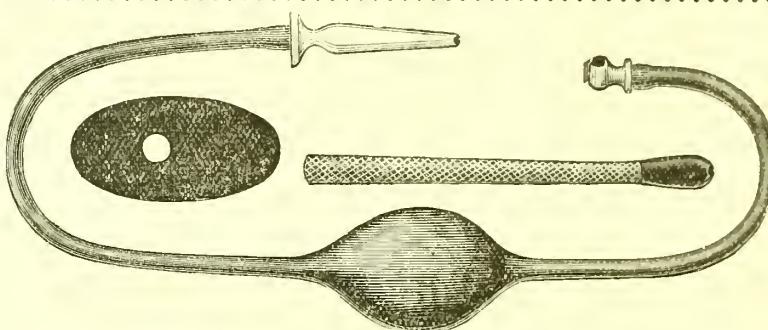
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**It WILL NOT GET STICKY in hot weather, and  
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**WE GUARANTEE THEM FOR TWO YEARS.**

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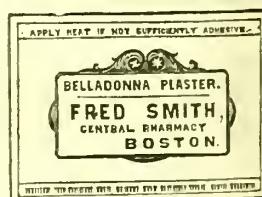
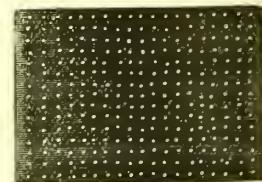
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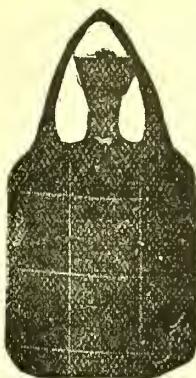
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STANDARD DRAB QUALITY—OUR

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All our Bottles are fitted with Currie's Patent Safety Filling Screw, which prevents risk of scalding when filling.

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## R. H. BARRETT'S PATENT CAPPED BOTTLE

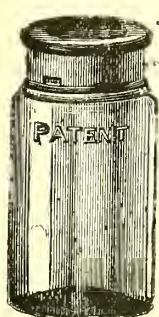
The only REALLY PERFECT Bottle for Vaseline, Pomades, Dry Powders, &c.

### PRICES. Tall Series:—

Fitted with STRONG METAL CAPS, CORK-LINED; in Various Colours, very attractive in appearance:

1 oz. 11/-; 1½ oz. 11/6; 2 oz. 12/-; 3 oz. 15/-; 4 oz. 16/6 per gross, &c. Special Prices on application for Quantities.

CHEMISTS' AND PERFUMERS' BOTTLES IN GREAT VARIETY, PLAIN OR STOPPED.



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### SURGICAL ELASTIC STOCKINGS, BELTS, SUSPENSORY BANDAGES, TRUSSES,

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WHOLESALE DEALER IN DRUGGISTS' SUNDRIES.

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TRUSSES FOR RUPTURES OF ALL KINDS. Equal to any supplied in London, Paris, or New York.  
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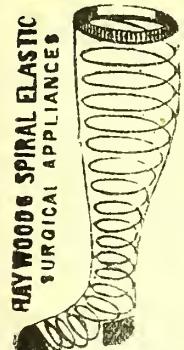


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Poro-Plastic Jackets and Steel Instruments for Curvature of the Spine moulded to the Patient. Splints and Instruments for Deformed Feet and Legs.



Chest Expanding Braces for Stooping Shoulders and Contracted Chests. Patent Elastic Surgical Stockings, without seams, for Varicose Veins. Sprains, &c.



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Models taken of Deformed Feet, and Boots made to fit. Artificial Arms, Legs, &c.  
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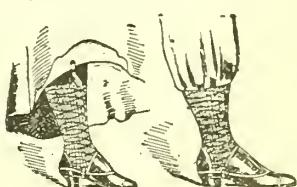
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To Avoid Varicose Veins and Sprains, Cyclists should Wear

### HAYWOOD'S PATENT ELASTIC GAITERS,

the ADVANTAGES of which are:—



That having Threads of Indiarubber woven in them they support the muscles of the Leg and Ankle, and can be drawn on and off the Leg without the trouble of buttons. That fitting closely to the limb they show the shape of the Ankle, and have not the clumsy appearance of the Cloth Gaiters, and do not ruck up.

HAYWOOD'S SPIRAL ELASTIC SURGICAL APPLIANCES

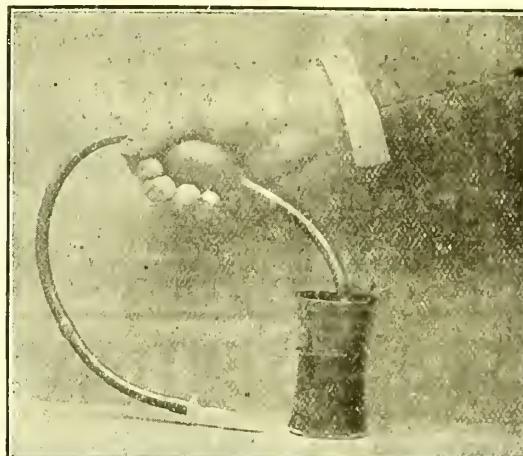
Patent Seamless Spiral Stocking, showing the Indiarubber Cord continuous.

# DR. PARKER'S PATENT ANCHOR ENEMA

MADE IN BEST BLACK RUBBER, MOULDED.

The Patent Anchor holds the Enema firmly in position when in use, leaving both hands free and effectually preventing the possibility of air being drawn inside the Enema instead of the fluid.

ANCHORS with VALVE ATTACHMENT, which can be readily fitted to any Enema, can be had separately.



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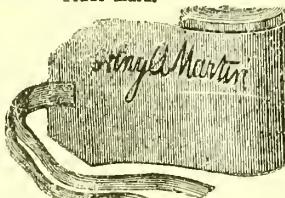
Veins, Ulcers,

Eczema of the

Leg, Swollen

and Weak

Joints.



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|-----|--------------------------------------------|------|--------|------|
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| 1B. | Thin, for "leg below knee"                 | ..   | 10     | 3    |
| 1A. | Thick                                      | ..   | 10     | 3    |
| 8.  | Thin, for leg and knee                     | ..   | 14     | 3    |
| 7.  | Thick                                      | ..   | 14     | 3    |
| 9B. | Thin, for leg and thigh                    | ..   | 21     | 3    |
| A.  | Thick                                      | ..   | 21     | 3    |
|     |                                            |      |        | 18/6 |

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Beg to Inform the Trade that they have made a further reduction  
In the price of their Bottles, as follows:—

The NEW SHAPE FLAT BOTTLES, with rounded edges, plain or graduated—

3 & 4 oz. .. 7/6 per gross. | 10 & 12 oz. .. 12/- per gross.

6,, 8,, .. 8/6,, .. 16,, .. 16/-,, ..

WHITE MOULDED PHIALS, plain or graduated Teaspoons—

1 oz. .. .. 3/6 per gross. | 1½ oz. .. .. 4/6 per gross.

.. .. .. 3/9,, .. 2,, .. 5/-,, ..

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Six gross and upwards, assorted or otherwise, are carriage paid to any address in England; smaller quantities not carriage paid.

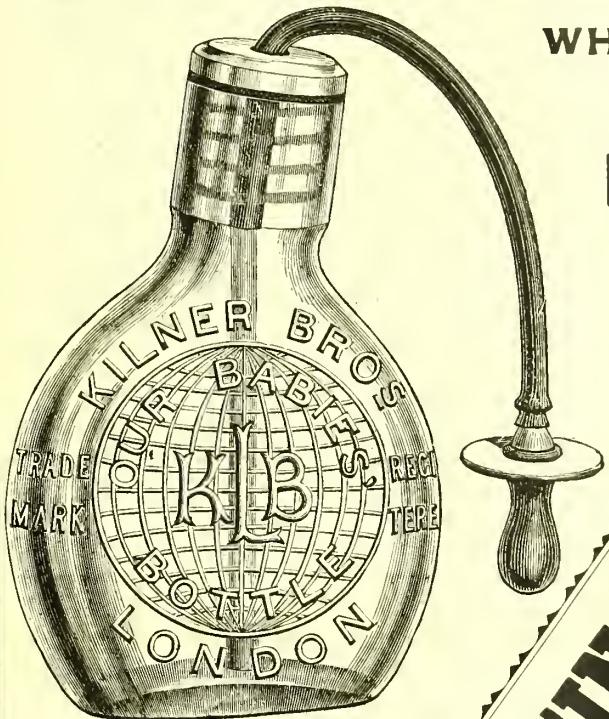
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Established 50 years.

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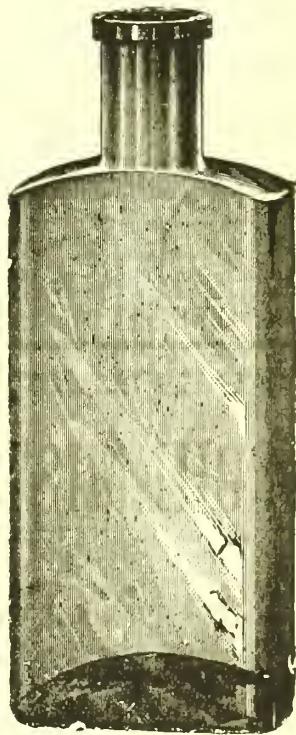
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WHITE,  
BLACK, or  
BROWN  
Fittings.

WHOLESALE  
DRUGGISTS'  
AND OTHER  
BOTTLES.

All  
Sizes and  
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in Best and  
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FEEDING, DISPENSING, &c., BOTTLES.

For  
Prices  
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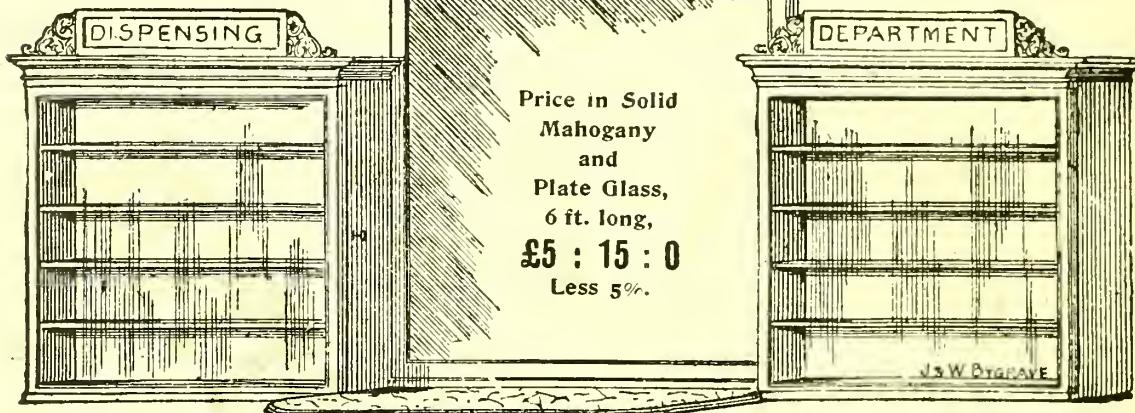


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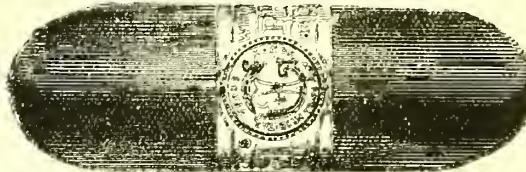
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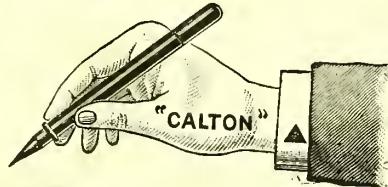
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CELATINE CAPSULED  
HORSE BALLS.**

Alterative, Condition, Cordial, Cough,  
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Tonic Balls (Registered 81,291).

GELATINE-COATED DOG AND FOWL PILLS. SAMPLES FREE.

**A JEWEL OF A PEN EWEN'S LARD IN TINS.**

**3/-**



In choosing a Pen everyone wants the Best—that is, they want the  
**"CALTON" STYLOGRAPHIC PEN.**

It is the Simplest and Cheapest of its kind on the Market, and is praised  
by all who use it. We send it Complete in Box, with Filler and Directions,  
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Jewel Fountain Pen, fitted with 16-carat Gold Nib, Iridium  
Tipped, 5/-.

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Gold  
Mounted  
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Chased.

**5/-**

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PLAIN LARD.

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|------------|-------|-------|------------|------|-------|
| 1 lb. Tins | 0 10  | each. | 1 lb. Tins | 0 11 | each. |
| 2 "        | 1 8   | "     | 2 "        | 1 10 | "     |
| 4 "        | 3 2   | "     | 4 "        | 3 6  | "     |
| 7 "        | 5 6   | "     | 7 "        | 6 1  | "     |
| 14 "       | 11 0  | "     | 14 "       | 12 2 | "     |

as well as in pots (returnable) at 9d. per lb. plain, and 10d.  
per lb. benzoated.

**JAMES EWEN & SONS,**  
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(THIRTIETH YEAR OF PUBLICATION),

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Firms wishing to Advertise in the Diary should at once communicate with the Publisher  
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**OLDHAM SHAPE, WITH ROUNDED EDGES.**

Perfect Flats, Direct Squares, and Ordinary Flats same price. All Panelled Bottles 1/- per gross extra.



|                    | A    | B    | C      | D      | E      | F    | G    | 20 oz. |
|--------------------|------|------|--------|--------|--------|------|------|--------|
| Ordinary quality   | 6/-  | 6/9  | 7/6    | 7/6    | 9/-    | 11/6 | 13/- | 17/-   |
| Superior quality   | 7/-  | 7/-  | 8/-    | 8/-    | 9/6    | 12/- | 13/6 | 18/-   |
| Very extra quality | 9/-  | 9/-  | 10/-   | 10/-   | 11/-   | 15/- | 18/- | 21/-   |
| Quinine tinted     | 9/9  | 9/9  | 10/9   | 10/9   | 11/9   | 16/- | 18/6 | 21 6/- |
| White Flint        | 11/6 | 12/6 | 12 6/- | 13 6/- | 13 6/- | 18/- | 20/- | 24/-   |

A Rebate of 6d. per gross on orders of not less than 10 gross, which can be assorted sizes but not assorted qualities.

Carriage paid to any Railway Station or Port in the United Kingdom on orders of not less than 10 gross. Buyers own Name and Address stamped free of charge. Part cost of lettering on first order only, 5/- (except figs. B and F, which are 7/6). When ordering state which quality is required, and, if lettered, which design, and if plain or graduated.

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|--------|-----------------------------------------------------------------------------------------|----|-----------------|
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| No. 2. | "                                                                                       | "  | 54/-            |
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| No. 4. | "                                                                                       | "  | 61/-            |
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If Tube and Bottle Brush are included, 6/- per gross extra.

When ordering state which design of label is required, and whether with or without Brushes, and in order to prevent error enclose a slip label. Chemists' own Name and Address on the Box free of charge for orders of not less than 1 gross. Name and Address or other matter, such as "Use Brown's Infants' Food," "Robinson's Infants' Cordial," &c., &c., &c., free on the Bottle for orders of not less than 2 gross; part cost of lettering the bottle on initial order only, 5/-.

If preferred, 1 gross could be forwarded boxed and fitted complete, and the other gross of hotties sent **spare**.

Sample sent post free to any part of the United Kingdom for its value, *plus* 3d. for posting, or any part of the world, *plus* 1/6 for posting.



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SOAPS, TOOTH POWDER, OINTMENT, &c.

Are the ONLY RELIABLE PREPARATIONS.

Awarded 76 Gold and Silver Medals and Diplomas.

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When USED ACCORDING TO DIRECTIONS, are thoroughly effective for 3 or 4 years. They have been perfected by many years of experience. They may be sold with confidence. They are attractively put up, and sell at sight if given the chance. They are really the cheapest thing of their kind in the market.

Price 6d. each, or 5/6 a dozen retail.

OF ALL THE LONDON WHOLESALE HOUSES, AND DRANE, CARDIFF.

In 1 and 2 gross boxes, or tin-lined cases for export of 50, 100, and 250 dozen.

**CHLORIDE OF LIME!**  
IN AIRTIGHT, WATERPROOF & ODOURLESS PACKAGES.

SILVER MEDAL 1884.

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| 24 lb. Box          | 1 lb.                   | 6/- |
| 24 lb. "            | 1/2 lb.                 | 7/- |
| 24 lb. "            | 1/4 lb.                 | 8/- |
| 24 lb. " (ASSORTED) | 1 lb. 1/2 lb. & 1/4 lb. | 7/3 |
| 24 lb. " 1 CROSS    | 19.                     | 8/- |

N.C. CO. INVENTORS AND SOLE MAKERS  
BEWARE OF IMITATIONS

TO BE HAD FROM ALL WHOLESALE DRUGGISTS!  
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## BOWDLEAR'S FLOOR WAX

Testimonials from the most prominent teachers in the United States.



BOWDLEAR'S  
FLOOR WAX.

Testimonials from the most prominent teachers in the United States.

THE ONLY GENUINE  
**GOVERNMENT DISINFECTANT**

CHEAPEST  
AND BEST  
HOUSE FOR  
CARBOLIC  
POWDER

PINK  
IN DECORATED TINS  
PRICES.  
GREEN 15% 6/- SIZE 45/-  
& BLACK 1/- " 90/-  
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& GOLD 1/- " 2 lb. 60/-  
ALSO IN CASKS & PACKAGES  
FLUIDS, ACIDS, SOAPS ETC

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THE GOVERNMENT SANITARY CO. LTD. LONDON S.E.

Pulverised. For Dancing Floors. Is not white. Will not ball on the feet. Will not soil clothes. All ready. Anybody can apply it.

The floor must be clean and free from oil. Sprinkle, and the dancers will do the rest. Put up in pound packages, in cases of 36 pounds. One pound is sufficient for a floor space of 10' 0" square feet, and if not wasted will be found to go four times as far as anything else on the market.

No dust is another feature in its favour.

SAMPLES SENT ON REQUEST.

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THE

# NORMAL FORMALIN SOLUTION.

## PLAIN and SCENTED.

THE NORMAL FORMALIN SOLUTION is the most practical form for domestic and invalid services, assures perfect antisepsis and absolute freedom from odour in the sick or bed room, also thorough disinfection and deodorisation of the stool.

THE NORMAL FORMALIN SOLUTION is absolutely free from any objection, and will (even when taken inadvertently) cause no unpleasant disturbance, except very temporary irritation to the mucous membrane.

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Price of Large Bottle, Plain, 2/- each ; Scented, 2/6 each.

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FORMALIN SPRAY DIFFUSER, in Cardboard Box, complete, 2/- each.

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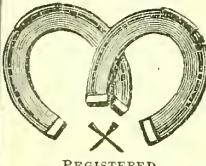
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SPECIALITIES : Glycerine — Gum Arabic —  
Gum Tragacanth — Pure Beeswax — Honey.

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Horse and Cattle Medicines  
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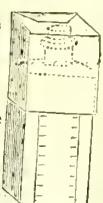
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# TRADE WITH THE BRITISH COLONIES

IN

Drugs

Soaps

Bottles

Brushes

Medicines

Chemicals

Perfumery

Surgical Instruments

Proprietary Articles

# AND HOW TO EXTEND IT.

# MEMORANDUM

FROM THE

## Publisher of "The Chemist and Druggist."

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THE information contained in the following pages is based upon the bulky Blue-book lately issued by the Colonial Office as the result of inquiries made by the Secretary of State as to the opportunities for improving trade between the Colonies and Great Britain.

Part of this review has already appeared in THE CHEMIST AND DRUGGIST of the 18th inst. Other sections will appear in the issue of the 25th inst., but it has been thought advisable to submit it in this form to those of our subscribers and others who may be specially interested in the information.

To non-subscribing firms we may add the remark that THE CHEMIST AND DRUGGIST provides weekly many items of information which properly used can be turned to account in the development of both home and export business in all articles dealt in by Druggists.

The subscription to THE CHEMIST AND DRUGGIST is Ten Shillings per annum, for which it will be sent post free to any part of the world for twelve months, dating from the first issue in any month, and including a copy of THE CHEMISTS' AND DRUGGISTS' DIARY next to be published.

**42 CANNON STREET, LONDON, E.C.**

*September 21, 1897.*

## BRITISH AGAINST FOREIGN GOODS IN COLONIAL MARKETS.

NEARLY two years have passed since Mr. Chamberlain issued his much-talked-of despatch asking for information concerning the alleged encroachments of foreign on British goods in colonial markets. The despatch attracted an unusual amount of attention because, at the time of its publication, we were in the midst of one of our periodical panics about the condition of our industries and commerce. But only now, when the panic has died away, and Mr. Chamberlain's despatch was almost forgotten, the Colonial Office suddenly issue a big Blue-book containing the replies of various colonial governors and public bodies to the right hon. gentleman's inquiries.

We have read the book with considerable interest, although in many important points it falls short of our expectations. Its chief drawback is the length of time that has been allowed to elapse before the publication of the replies. In many cases, too, little trouble appears to have been taken in collecting and arranging the information. Some colonies, such as the Straits Settlements, adopted the wise and obvious course of appointing a committee of representative merchants to make inquiries and draw up a reply; others contented themselves with setting an official to copy a set of partly meaningless, partly misleading, statistics. Still, we consider some of the replies relating to our export-trade in druggists' goods sufficiently valuable to warrant us in arranging them in the following pages in a manner that will allow merchants or manufacturers interested in the pharmaceutical trades to look up rapidly the references to the goods that are of special interest to them.

We are convinced that the careful perusal of our abstracts cannot fail to be advantageous to British merchants and manufacturers.

For it would be a fatal mistake to suppose that because the conclusions of the colonial replies are, on the whole, fairly reassuring, British merchants can afford to continue to treat their foreign rivals with the magnificent disdain (tempered by occasional panics) that they have displayed in the past. There is no reason to doubt that in the great staple industries—textiles, iron, coal, shipping, &c.—Britain still holds her own against all comers. But in many minor, though still important, branches of industry our hold is slipping away; in some of them, in fact, we have already sunk to fourth or fifth rate importance. And, what is worse, the report clearly shows that our failures are mostly due to ourselves.

Without going deeply into the question of the alleged better general and technical training of the foreigner, we may ask, for instance, how it is that we are told by a dozen different colonies that in high-class perfumery Britain cannot hold a candle to France? Quality for quality, some of our would-be purchasers say, high-class British scents are considered as good as French, but they fall hopelessly behind in attractiveness of get-up. Again,

why should the United States, and even Germany, beat us in surgical instruments, as they do in Canada and elsewhere? Have we lost our artistic sense? Is the old British excellence of craftsmanship gone? Surely not; we are simply losing our perfumery and instrument trades because we have become sleepy, careless, and conceited. On the other hand, look at the reports with respect to the soap-business. In that industry Britain, by all accounts, has scarcely a rival. In almost every colony we supply the bulk of the requirements. Some of the energy, manufacturing-skill, and business-push that we have put into the soap-business seems to be sadly required in other departments.

It is the fashion in certain quarters to sneer on all occasions at the "cheap and nasty" character of foreign competition. But the Blue-book shows beyond doubt that where France and America compete successfully with us it is in high-class goods rather than shoddy. As for Germany, it is quite true that a large proportion of her exports consists of rubbish; but our manufacturers will do well to remember that in some branches of trade Germany makes first-class products, and that her output of such goods is increasing every year. The unexampled opening-up of savage and semi-savage markets during the present generation has created an enormous demand for cheap, flashy wares. Germany supplies that demand at present; Japan may do so before the century is out. In goods of this character Britain is not likely ever to compete to a large extent, and perhaps it is as well she should not, though there is a significant paragraph in the Blue-book pointing out how the trade in cheap clothing for the African market has been transferred from Germany to Britain since the advent in this country of the Polish Jew.

The report incidentally disposes of another fallacy of which much is made occasionally—viz., that the success of foreign competition is largely due to the fraudulent marking of goods and the piracy of English trade-marks. Only one colony out of thirty says that such piracy is at all prevalent. We are afraid that, in order to find the true reasons of our discomfiture in certain branches of industry, we must look home. Excessive business conservatism, want of intelligent appreciation of foreign tastes and wishes, apathy, and indifference—these are the enemies, and they are aided by the splendid advertisement we have given the foreigner in our Merchandise Marks Act, by our excessive dock and warehousing charges, and by the fact that foreign railway and steamship freights are very much lower than British.

At present the evil has not yet reached dangerous dimensions. The proportion of foreign to British goods consumed in our colonies is apparently not any larger now than ten years ago. But the time has come to set our house in order, and to profit by the unpalatable but wholesome lectures given us by our colonial informants.

# FOREIGN COMPETITION IN THE COLONIES.

## THE SCOPE OF THE INQUIRY AND THE REPLIES.

A BLUE-BOOK of 600 pages folio, containing the replies from the colonial Governors to Mr. Chamberlain's despatch of November 28, 1895, has just been issued. Despatches on foreign trade-competition have followed each other with such rapidity of late that it may be useful to point out that Mr. Chamberlain's communication asked for information as to whether there was any displacement in colonial markets of British goods by foreign ones, and to the causes that led to such displacement, if any. Replies have been received from the Governors of thirty colonies and from the High Commissioner of Cyprus, and a short communication is printed from the Secretary of State for India.

The returns are designed to show the progress of foreign competition during the decade ending with the year 1894. They are made in respect of 1884, 1889, and 1894. The selection of these years obviously gave the best general test of the question at issue; but in respect to the Australian colonies it was unfortunate, because 1884 and 1894 represent, respectively, high and low water marks in their commercial prosperity. And the inference is that the demand for low-priced goods (in which foreign competition is especially keen) naturally rises above the average at times when consumers' means are straitened.

### NO CAUSE FOR SERIOUS ALARM.

The returns, on the whole, give no cause for serious alarm, but in some respects they are disquieting. The value of colonial imports affected by Mr. Chamberlain's inquiry (which left out of account articles in which foreign competition is unsubstantial) was: in 1884, 58,000,000£; in 1889, 56,500,000£; and in 1894, 50,000,000£. Of these amounts there were classed as "foreign imports"—(i.e., goods coming from foreign ports) in 1884, 25.7 per cent.; in 1889, 27.8 per cent.; and in 1894, 31.9 per cent. Considering the increase in direct steam-communication between our colonies and foreign countries during that decade, the increase is insignificant. But it is obviously misleading to class all goods coming from London as British, or from Hamburg as German. The Colonial Office, in fact, admits this, for in what we may call the "Argument" of its volume we read:—"An examination of the returns reveals a general opinion in the colonies that the importation of foreign-made goods has increased in a much larger ratio than is shown by the statistics. But it is not always Britain that is ousted. In several instances there is evidence that foreign competition is stationary or declining, and scattered throughout the book are satisfactory instances of the power of British manufacturers (when once they make up their mind to study their customers' wishes) to regain lost trades.

Our most serious competitors are the United States and Germany. Belgium is energetic, but her scope appears to be limited. In the East, Japanese competition is rapidly becoming a leading feature of commerce. In the West Indies and Canada, the geographical position of the United States gives that country a long pull over us. The competition, however, is not all of the foreigner against the Britisher. In many cases one foreign country is displacing another, or a colony is making headway against the mother country. In the Mediterranean, for instance, Switzerland, Austria, and Italy are already casting their shadow over Germany.

### CAUSES OF DISPLACEMENT.

The causes of the displacement of British by foreign goods mentioned in the reports are mostly of such a nature that

they can be removed by concerted and energetic action on the part of British traders. We may summarise them thus:—

1. Foreigners adapt themselves more readily to customers' requirements.

2. Excessive port-charges in London and Liverpool, and lower freights from the Continent to Australia, South Africa and the East, and from the United States to the West Indies and South Africa. This is one of the chief causes.

3. The Merchandise Marks Act. Almost every colony points out that this Act has opened the eyes of traders to the large proportion of goods, formerly bought from Britain, that is not really of British manufacture.

4. Foreigners give longer credit, and give it to smaller customers. This is partly the outcome of the pains they take to know their clients personally. But this factor is, on the whole, a small one.

There are many striking statements in the returns which bring up the question of freights for serious consideration. There is not material for analysing the effect of foreign shipping-subsidies on freight, but attention is drawn to some remarkable instances where the freight is against the British producer and in favour of his foreign rival. In some cases the freights which favour the latter are given by British vessels.

Among causes of displacement not directly due to the British trader the effect of the silver currency is mentioned in several instances; but this is obviously a worthless argument, inasmuch as it injures America and Germany just as much as ourselves. In sporadic instances false marking and piracy of trade-marks are mentioned as causing loss of British trade, but these cases are so few as to warrant the conclusion that the competition which British goods have to face is on the whole a fair one.

### THE DIAGNOSIS.

The main conclusions drawn from the returns by the Colonial Office are these:—

1. In the best classes of goods and in the capacity to put the best possible article on a market the British manufacturer is still supreme.

2. There are certain exceptions to this rule (chiefly in the case of machinery and tools) in favour of the U. States.

3. A great portion of the general colonial market is not a market for the best class of goods, and in proportion as cheap and finished imitations of such goods can be put on the market, the trade will go away to the producers of such imitations. This is precisely where the foreign manufacturer is coming in.

4. There is some danger that where the trade goes to foreign competitors in the cheap goods just mentioned a certain proportion of the better class of trade may also be diverted eventually.

We will now proceed to consider in detail the replies sent in by the various colonies, in so far as they relate to goods of interest to the drug-trade. Want of space compels us to limit our observations to such goods, and to a few notes on trade in general which convey hints that deserve the special consideration of all merchants and manufacturers.

### THE DOMINION OF CANADA.

Canada has not sent in such a valuable report as might have been expected of her. It consists mainly of statistical abstracts taken from the official returns, with a memorandum by the Canadian Minister of Commerce.

From the statistics appended to the Canadian report we select those which relate to the most important pharmaceutical goods. They show

#### SOME BRITISH GAINS.

*Bleaching-powder.*—Britain is squeezing out America, but France is appearing as a competitor. The development of alkali-manufacture in the States since 1894, however, may again have altered the proportions in the past three years. In 1884 Canada bought \$21,305 worth in the States and \$36,846 from Britain; in 1894 the States supplied her with only \$5,995 worth, and the Mother Country with \$43,977. Other nations are practically out of this business.

*Borax.*—In this article Britain has taken complete possession of the field. In 1884 Canada bought \$15,000 worth from the States and the same amount from Britain. Five years afterwards the proportions were \$12,341 and \$5,108; and in 1894 Britain supplied \$35,887, the States only \$2,303. This is a growing business, and worth watching.

*Bottles (including Carboys and Demijohns).*—Defeat of the States by Germany, with the incidental out-squeezing of Britain and France. Belgium and Austria are also getting more than a look-in in the Canadian bottle-trade. Here is the proof:—

|                     | 1884    | 1889   | 1894   |
|---------------------|---------|--------|--------|
|                     | \$      | \$     | \$     |
| From U. Kingdom ... | 86,027  | 26,134 | 22,215 |
| " U.S.A. ...        | 253,232 | 59,174 | 77,097 |
| " Germany ...       | 22,742  | 49,370 | 95,214 |
| " France ...        | 9,973   | 3,163  | 3,616  |

#### AND A DISGRACEFUL DEFEAT.

*Instruments.*—There is a rapidly-growing import-business in surgical, optical, and philosophical instruments; but in these branches, in which ten years ago Britain led the way, she has been hopelessly outstripped by the U. States and Germany. The figures are melancholy reading:—

|                      | 1884  | 1889   | 1894   |
|----------------------|-------|--------|--------|
|                      | \$    | \$     | \$     |
| Surgical Instruments | 6,875 | 12,678 | 8,609  |
| From U. Kingdom ...  | 6,875 | 12,678 | 8,609  |
| " U. States ...      | 5,558 | 11,578 | 25,596 |
| " Germany ...        | —     | 1,083  | 10,020 |
| " France ...         | —     | 1,851  | 1,379  |

and in optical instruments (including spectacles, microscopes, and telescopes) our discomfiture is still worse:—

|                     | 1884   | 1889   | 1894   |
|---------------------|--------|--------|--------|
|                     | \$     | \$     | \$     |
| From U. Kingdom ... | 23,277 | 18,287 | 16,762 |
| " U. States ...     | 29,289 | 30,483 | 69,608 |
| " Germany ...       | 1,729  | 4,011  | 8,707  |
| " France ...        | 10,639 | 16,339 | 16,985 |

In indiarubber goods much the same sort of thing is going on. Our defeat in this branch of business is nothing short of a disgrace to this country. We held the market when it was small. Now that it is worth \$200,000 a year at least we have been practically thrown out.

*Patent Medicines.*—The imports of patent medicines into Canada equal in value those of surgical and philosophical instruments. But while we have lost our grip of the last-named business, the British patent medicine still has a fair hold on the affection of the Canadians, though it yields the palm to the American nostrum. Of patent medicines the imports were:—

|                     | 1884    | 1889    | 1894    |
|---------------------|---------|---------|---------|
|                     | \$      | \$      | \$      |
| From U. Kingdom ... | 27,386  | 43,078  | 36,740  |
| " U.S.A. ...        | 113,713 | 148,199 | 141,620 |
| " France ...        | 4,419   | 14,421  | 11,383  |

#### THE EXPANDING PERFUME-TRADE.

*Perfumes.*—In "Cologne water and perfumed spirits" France leads by a long way. Britain and America are about equal, and our friends across the Rhine are beginning to build up a solid business. This trade is a steadily expanding one, and, with the rapid increase in the population and wealth of the Dominion, is one worth looking after. Here are the figures:—

|                     | 1884   | 1889   | 1894   |
|---------------------|--------|--------|--------|
|                     | \$     | \$     | \$     |
| From U. Kingdom ... | 14,655 | 10,765 | 13,802 |
| " U.S.A. ...        | 9,999  | 14,717 | 13,183 |
| " France ...        | 18,389 | 25,826 | 28,170 |
| " Germany ...       | 793    | 2,392  | 5,645  |

#### THE CANADIAN QUININE-TRADE.

*Quinine.*—The figures relating to the value of quinine imported into Canada show a constant decrease. The reason is, of course, the exceptional depreciation of the article. In 1884 the price of sulphate of quinine ranged from 8s. down to 4s. per oz.; in 1894 it was worth, roughly, 1s. per oz. In order to arrive at a true estimate of the relative imports of quinine we have therefore added (*in italics*) to the figures given in the Canadian return the value which the quinine imports of 1894 would have approximately represented had quinine been worth as much in 1894 as it was in 1884. This makes the return much more interesting:—

|                 | 1884   | 1889   | 1894   | 1894   |
|-----------------|--------|--------|--------|--------|
|                 | \$     | \$     | \$     | \$     |
| From U. Kingdom | 27,923 | 12,115 | 7,565  | 45,390 |
| " U.S.A. ...    | 19,923 | 10,246 | 11,870 | 71,220 |
| " Germany ...   | 1,677  | 63     | 647    | 3,882  |

A considerable part of the quinine imported from Britain and U.S.A. is no doubt of German origin, but it will be seen that there has been a distinct tendency in the business to shift from Britain to the States.

#### SATISFACTORY SOAP FIGURES.

*Soaps.*—The Canadian Customs divide soaps in five great classes, which, in order of value, are as follows:—(1) Soap-powders, sapolio, &c.; (2) Perfumed or toilet soaps; (3) Common brown and yellow soap; (4) Castile and white soap; and (5) Common soft soap, saddlers' soap, and silver-soap. In Class 1 the U.S. hold the field. In 1894 they provided \$49,723 worth out of a total of \$53,517, Britain supplying the rest. This is a pity, for this soap-powder business has practically sprung up in the past ten years. But in toilet-soap Britain leads, and is steadily gaining ground, rather at the expense of the U. States. The figures are interesting:—

|                     | 1884   | 1889   | 1894   |
|---------------------|--------|--------|--------|
|                     | \$     | \$     | \$     |
| From U. Kingdom ... | 14,109 | 15,996 | 19,896 |
| " U.S.A. ...        | 25,069 | 20,196 | 21,323 |
| " France ...        | 2,007  | 899    | 1,588  |

There are practically no other competitors.

In Class 3 (common soaps) Britain has completely taken the place of the U. States, as will be seen by the following figures:—

|                     | 1884   | 1889  | 1894   |
|---------------------|--------|-------|--------|
|                     | \$     | \$    | \$     |
| From U. Kingdom ... | 9,701  | 6,874 | 35,220 |
| " U.S.A. ...        | 28,067 | 6,307 | 5,219  |

Class 4, Castile soap, is in the hands of France, Marseilles being the headquarters of this industry, which depends upon cheap olive oil for its success. The imports are increasing, and in 1894 were worth \$17,470. Class 5 is a small one, but here also Britain is displacing the States:—1884, U.S.A. \$4,366, Britain \$498; 1894, U.S.A. \$1,240, Britain \$1,889. The total soap-imports of Canada in 1894 were worth about \$160,000.

#### NEWFOUNDLAND.

The Newfoundland report has been compiled from official statistics and information obtained from merchants.

It is stated that only in a few classes of goods, among which are *Medicines*, the U. States are superseding Britain. The medicines imported are chiefly proprietary articles. In *Soaps* America is losing ground. In 1884 Newfoundland took two-thirds of its soap from the U. States, in 1894 hardly any. The same is the case in *Painters' colours*. Here are the figures:—

|                            | 1884   | 1889   | 1894   |
|----------------------------|--------|--------|--------|
|                            | \$     | \$     | \$     |
| Medicines—total import ... | 32,641 | 30,329 | 45,835 |
| Of which from U.S.A. ...   | 2,125  | 3,683  | 10,775 |
| Soap—total import ...      | 34,475 | 22,191 | 38,290 |
| Of which from U.S.A. ...   | 12,250 | 8,884  | 2,360  |

#### THE BRITISH WEST INDIES.

##### BAHAMAS.

The Bahamians, says Sir W. H. Smith, buy 75 per cent. of their requirements in the U. States, and the proportion is increasing.

Here are some plain statements:—

"Every merchant of the colony has some anecdote to relate as to the mode in which his business has been injured by the indifference of the British merchants."

"Attempts have been made to open a trade in English goods with Cuba. Those who have tried it, however, found that the English merchants would not take the trouble to suit the goods to the requirements of the special market, and the attempts have failed."

"The English carrying-trade to many places on the Spanish Main, and in Hayti and Porto Rico, has been driven out by the German steam lines, which are worked most economically. The whole of this carrying-trade was British but it has gone in consequence of the German lines paying close attention to the convenience of shippers."

#### BERMUDA.

Most of the trade of Bermuda is with the U. States. The tendency is a natural one, on account of the geographical position of the islands, and is increased by the rapid and frequent steam-communication, and the frequency with which American commercial travellers visit Bermuda.

*Medicines* (principally patents) are chiefly imported from U.S.A.

|                            | 1884  | 1889  | 1894  |
|----------------------------|-------|-------|-------|
|                            | £     | £     | £     |
| The total value was ...    | 2,128 | 3,186 | 3,630 |
| Of which from U.S.A. 1,399 |       | 2,486 | 2,426 |

*Soap*.—Mostly from the United States. "Premiums" are offered to purchasers of certain quantities of soap. They consist of lamps, pictures, light go-carts, and other useful articles. American soap is put up in small coloured-paper packets, which makes it attractive; while soap imported from the United Kingdom is put up in long bars, and, although of better quality, the absence of "premiums" causes it to be in less demand.

#### JAMAICA.

*Medicines*.—The total value of imported medicines and the proportion of these goods from foreign countries during the three years of comparison was as follows:—

|                                                                     |
|---------------------------------------------------------------------|
| 1884, total 15,864 <i>l.</i> , of which was foreign 4,916 <i>l.</i> |
| 1889 " 17,253 <i>l.</i> " 4,892 <i>l.</i>                           |
| 1894 " 24,271 <i>l.</i> " 9,266 <i>l.</i>                           |

The increase is almost entirely in American patent medicines. The removal of the duty on these has helped the movement. The "orthodox" (*sic!*) medicines are still imported from Britain. Practically no medicines are imported except from Britain and the United States.

The following figures relate to the imports of certain other goods in 1894:—

|                              |                                                            |
|------------------------------|------------------------------------------------------------|
| Glass bottles                | ... 6,055 <i>l.</i> , of which 2,613 <i>l.</i> from U.S.A. |
| Instruments (sur-gical, &c.) | ... 727 <i>l.</i> " 238 <i>l.</i> "                        |
| Soap                         | ... 22,381 <i>l.</i> " 380 <i>l.</i> "                     |
| Perfumery                    | ... 5,664 <i>l.</i> " 1,975 <i>l.</i> foreign              |

Where foreign goods compete successfully with British it is because the foreign houses pay more attention to local requirements, give superior finish, lower price, more careful packing without any special charge therefor, cheaper freights, and more rapid communication.

#### OTHER WEST INDIAN ISLANDS.

*Medicines*.—Most of the foreign imports are American patents. All other drugs come from Britain. The following are the principal patents used:—

American:—Lung-balsam, 8*d.* per bottle of 4 ozs.; Pymy pectoral, 8*d.* per bottle; Canadian healing-oil, 8*d.* per bottle; Pain-killer, 6*d.* per 2-oz. bottle; Condition-powders, 7*d.* per pack; Ross's pills, 3*l.* 6*s.* 8*d.* per gross; Williams's pink pills, 4*d.* per gross.

French:—Vinaigre des 4 voleurs, 1*d.* per oz.; Alcolat valvar blanc, 1*d.* per oz.; Eau des Carmes or Eau Mélisse, 1*d.* per oz.; Elixir antiglaireux, 1*s.* 8*d.* per 1-pint bottle; Boule des Mars, 9*d.* per oz.; Beaume tranquille, 1*d.* per oz.; Syrop de flore, 1*s.* a bottle; Syrop de choux, 1*s.* 2*d.* a bottle; Syrop de nafé, 1*s.* 4*d.* a bottle.

All these prices are in bond, delivered W. I. Islands.

*Perfumery*.—The bulk comes from Britain; "Florida-water" from U.S.A. and Germany.

There appears to be little or no displacement of trade in these articles from Britain to foreign countries. Where there is the reasons are: better packing, better finish, more suitable patterns.

#### THE WEST AFRICAN COLONIES.

GOLD COAST, SIERRA LEONE, LAGOS, AND GAMBIA.

These colonies have much in common with regard to climate, population, and geographical position, and it might, therefore, be assumed that they would present much the same conditions with regard to the development of foreign commercial competition in their markets. This, as a matter of fact, is the case. There seems to be no displacement of British trade except in the cheaper articles, for which there is a growing native demand.

#### THE VALUE OF ADVERTISEMENT.

The Gold Coast report states that the numerous native importers, as a rule, entrust their orders to persons whose advertisements they see in the newspapers, and who are very active in sending out price circulars. These persons are mostly agents of foreign houses established in London, Liverpool, or Manchester.

In the Gold Coast all imports are hampered by want of proper transport facilities in the colony, and by the high sea-freights to the United Kingdom, the two British steamship companies being under the same management.

#### FRENCH SUPPLANTED BY BRITISH.

In Lagos French goods, which formed the bulk of the import trade of 1889, have been supplanted by British. Yet of the four chief firms three are French and one English. All the staple exports go to France, but nearly all articles imported come from Britain. We append a few statistics:—

#### Medicines.

|              | 1884      |                  | 1889  |                  | 1894  |                  |
|--------------|-----------|------------------|-------|------------------|-------|------------------|
|              | Total     | Of which Foreign | Total | Of which Foreign | Total | Of which Foreign |
|              |           |                  |       |                  |       |                  |
|              | £         | £                | £     | £                | £     | £                |
| Gold Coast   | 2,214     | 121              | 3,081 | 477              | 3,911 | 493              |
| Sierra Leone | 2,189     | 261              | 2,213 | 361              | 3,133 | 399              |
| Lagos        | 742       | 54               | 1,142 | 70               | —     | —                |
| Gambia       | not given |                  |       |                  |       |                  |

The reason why medicines are not enumerated by Gambia is that none are imported from foreign countries. In the Gold Coast Colony Germany is the chief foreign competitor in medicines, the United States being a close second. But even the total shipments from these countries are still insignificant. The German drugs used are chiefly quinine and patent medicines, with a sprinkling of medicated soaps, dentifrices, and ointments. In Sierra Leone there is practically no direct importation of medicines from foreign countries excepting American patent medicines.

*Soaps*.—The soap imports in the four colonies are worth about 4,000*l.* a year. Soap comes practically all from Britain, except in Gambia, where out of a total annual import of 1,300*l.* a year about 1,000*l.* worth is French. There seems to be no reason why this trade should not be diverted to Britain. The French soap is put up in boxes of 45 tablets, each weighing 400 grammes, and costs about 18*s.* 3*d.* the cwt. The trade prefers this article to the English make, owing (1) to the size of the tablet, which is said to be larger than the English, and (2) to the fresh appearance which it possesses. The principal imported into the West African colonies from N.I.C. and Gossages (Widnes) soap, in cakes weighing from  $\frac{1}{2}$  to  $\frac{1}{2}$  lb., and costs, cases included, 17*s.* per cwt. If the cakes were made the same size as the French—viz., 13 oz., and had the same fresh appearance, it is believed that this soap would sell better than the French makes, especially because it is cheaper.

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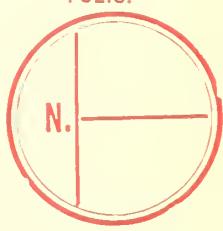
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## THE SOUTH AFRICAN COLONIES.

### CAPE COLONY.

Owing to the enormous development of the mining industry and the opening up of Rhodesia, the trade of S. Africa has made remarkable progress during the past decade. The total imports were:—

|              |                    |                     |
|--------------|--------------------|---------------------|
| Cape Colony: | in 1885 £4,772,904 | in 1894 £13,612,405 |
| Natal:       | " 1,518,557 "      | 2,469,303           |
|              | £6,291,461         | £16,081,708         |

The chief competitors in this trade have increased their imports as under:—

|                |                                                |
|----------------|------------------------------------------------|
| The U. Kingdom | from £3,759,387 in 1885 to £10,427,201 in 1894 |
| The U. States  | 494,854 " 873,420 "                            |
| Germany        | " 244,576 " 772,940 "                          |

### LOW AMERICAN FREIGHTS.

American trade with S. Africa dates from 1894, when direct steam communication was established. And although the distance is longer, and there is no return freight, the British freight rates are from 50 to 100 per cent. dearer than the American on some important articles. The German freights were lower than the British until lately, and that fact gave an impetus to the importation of German goods. But now the German and British freights are practically the same, although the German manufacturer has an advantage in the "through rates" quoted by the German railway companies and the German Steamship Co. from interior towns in Germany to Johannesburg *via* Delagoa Bay.

The operation of the English Trade Mark Act has also assisted the development of German trade.

Another point in favour of German trade is the fact that the German manufacturer is much more prolific in novelties, especially cheap and showy ones, than the British, and by that means creates a trade. The English manufacturer will make the same line of goods year after year without the slightest attempt at change. He attaches too much weight to the quality of durability, and too little to novelty.

*Chemicals.*—In 1884 the proportion of drugs and chemicals imported from abroad fell below 5 per cent. of the total. "It is hoped," says the patriotic collector of Customs at Cape Town, "that they will remain so." No figures are therefore given for 1894. In 1884, 394*l.* worth came from Germany; in 1889, 1,284*l.* worth. The U. States contribute about 4,500*l.* worth.

*Instruments (Surgical).*—The small foreign import in 1894 was German.

*Brushes.*—Foreign brushes are mostly American, and consist largely of "whisk" brooms. With regard to brushes it is said:—"The cheapest to the medium prices are in demand, and those of German manufacture are preferred, not only on account of the make and finish, but because care is taken in the packing and general appearance. These cheap goods open out cleanly, and have a much better sale than the common lines of English-made brushes."

### NATAL.

The Governor of Natal submitted Mr. Chamberlain's letter to the local chambers of commerce and to the principal business firms. The general opinion is that there has been a divergence of trade rather than a supplanting of British goods by foreign ones, because goods are now more imported directly from continental ports than formerly.

### MAURITIUS.

Mauritius is one of the few instances of a colony in which the proportion of goods imported from foreign countries is growing less year by year. In 1884 one-third of her imports was foreign; in 1894 only one-fifth. One-half of the goods imported into Mauritius from foreign countries are from France. Direct trade between Germany and Mauritius has almost ceased.

*Perfumery.*—The total imports in 1894 were valued at 5,129*l.* Of this, 3,594*l.* worth came from France. Owing to the large French population of Mauritius, the demand for French perfumery is likely to remain considerable.

## BRITISH INDIA AND CEYLON.

### BRITISH INDIA.

As the Colonial Office exercises no control over British India that country was not included in Mr. Chamberlain's original enquiry. But the India Office has furnished a short report, with a number of statistical tables, to show the imports of the principal goods from various countries in 1884, 1889, and 1894 respectively. To be of real value, however, the enquiry should have gone further, and Indian Chambers of Commerce, traders, &c., should have been consulted. As they are, the tables are of small value. They may be summarised as follows, so far as druggists' goods are concerned:—

*Alum.*—Total import in 1894, Rx.36,742, of which Rx.2,551 from abroad, chiefly Italy.

*Chemicals for Paper-making.*—Imports in 1894, Rx.88,497, of which Rx.2,221 from Belgium, and Rx.4,509 from Germany.

*Copperas.*—Imports (1894): U.K., 5,795*l.*; Japan, 1,076*l.*

*Bottles.*—Imports in 1894:—

| United Kingdom | Germany | Other Countries |
|----------------|---------|-----------------|
| Rx.            | Rx.     | Rx.             |
| 29,297         | 2,705   | 207             |

*Instruments (Photographic).*—Imports in 1894:—

| United Kingdom | Germany | Austria | Other Countries |
|----------------|---------|---------|-----------------|
| Rx.            | Rx.     | Rx.     | Rx.             |
| 43,327         | 1,427   | 1,514   | 466             |

*Medicines.*—The statistics show a steady increase in direct foreign shipments of medicines and drugs, the direct British share of imports having fallen from 92 per cent. in 1884 to 89 in 1889 and 84 in 1894. The following is a synopsis of the figures:—

|               | 1884    | 1889    | 1894    |
|---------------|---------|---------|---------|
|               | Rx.     | Rx.     | Rx.     |
| From U.K. ... | 140,623 | 183,581 | 227,886 |
| " Austria ... | 3,051   | 2,958   | 1,656   |
| " Belgium ... | 427     | 925     | 3,521   |
| " France ...  | 3,588   | 2,458   | 4,254   |
| " Germany ... | 20      | 4,595   | 17,695  |
| " Japan ...   | 119     | 51      | 9,730   |

The imports of Japan consist mostly of camphor.

*Soap.*—Imports in 1889, Rx.111,388; in 1894, Rx.104,766. Nine-tenths of this trade is British.

*Perfumes.*—*Resumé* of imports:—

|               | 1884  | 1889   | 1894   |
|---------------|-------|--------|--------|
|               | Rx.   | Rx.    | Rx.    |
| From U.K. ... | 2,873 | 28,446 | 29,714 |
| " Belgium ... | 403   | 4,706  | 8,673  |
| " France ...  | 171   | 988    | 2,207  |
| " Germany ... | —     | 2,230  | 1,757  |

It will be seen that these figures are the reverse of alarming. Though in some departments of trade direct foreign imports have increased largely in the past ten years, our own have also grown largely, as, for instance, in medicines. In perfumes, the shipments from France have increased most, and those from Germany have actually fallen off.

### CEYLON.

The import of goods from foreign countries shows no increase since 1886. It remains about 6 per cent. of the total.

With the exception of five large retail firms the import trade of the colony is in the hands of foreign houses or of native middlemen. The first-named mostly favour continental firms, the latter generally buy through London agents.

*Bottles.*—Medicine-bottles are, as a rule, of English make, which is preferred because it is finer and neater than the foreign article.

*Soap.*—Value of imports in

|      | From        | From    | From    |
|------|-------------|---------|---------|
|      | Britain     | Austria | Germany |
|      | Rs.         | Rs.     | Rs.     |
| 1889 | ... 73,980  | 3,822   | 9,456   |
| 1894 | ... 118,630 | 879     | 8,007   |

Britain is gaining ground in this important article. The foreign soaps find a market exclusively among the natives, whom they attract by their low price, variety of design, and brilliancy of colour.

## THE FAR EAST.

### THE STRAITS SETTLEMENTS.

The report from the very important market of Singapore is one of the best in the Blue-book. It has been drawn up by a committee of merchants and other experts, and bears evidence of great care in its composition. It is, on the whole, satisfactory. The percentage of goods imported from Britain shows a slight falling off in proportion (79.75 per cent. in 1884, 72.25 per cent. in 1894), but this is largely due to the establishment of foreign steamship lines. During the decade under review French imports have remained stationary, German and Dutch have trebled, Austrian and Belgian doubled. In cotton goods and other staples the U. Kingdom holds her own. In smaller articles continental nations are gaining. The chief causes of this gain are:—

1. Increased demand for cheap goods owing to fall in exchange.
2. Want of enterprise by British manufacturers.
3. Increased shipping facilities and low freights from Continent.

Breakages are frequent in goods from England. Instructions to fold and label goods in a certain manner, and use paper of a particular colour for wrappers, are disregarded.

Freights from Hamburg and Antwerp are from 30 to 50 per cent. lower than from London.

Of 34 firms in Singapore interested in European import only 11 are British.

The British merchants of Singapore deny that there has been any decrease in British trade of the colony through foreign competition, and they point out several instances in which certain kinds of cotton fabrics, which were formerly supplied exclusively by Switzerland, have been driven out of the market by British manufacturers.

*Bottles.*—Bottles imported for aerated-water factories and chemists' bottles are imported from the U. Kingdom, but a large proportion of stoppered and druggists' bottles (*sic!*) comes from the Continent.

*Medicines.*—Drugs are almost entirely from Britain. American and French patents are imported through England. Disinfectants are nearly all English, but some acids and spirits of wine are from the Continent, chiefly for retail by German houses. Sulphate of copper is received from Japan, and lately sulphuric acid has come thence.

*Soap* is almost exclusively of British manufacture, but Japanese toilet-soaps from \$8 to \$35 per picul are being imported. They are of brilliant colours, and in paper boxes of 1 doz. cakes sell at 12c. to 35c. Soap is manufactured locally, and has hitherto been of a very coarse description; but the make is improving, and brown Windsor, which sells largely, is being imitated. Soap-imports from Australia are large and increasing, bar soap selling at from \$2.85 per 50 lbs.

### HONG-KONG.

Evidence from Hong-Kong, which, though a small colony, is an important market as a distributing centre for China, shows that the displacement of British goods has been going on steadily for some years, but it has not been on a strikingly large scale, nor have many great staples been very seriously affected. Germany, Belgium, and Japan are our chief rivals. The Japanese have taken almost the whole of the trade in washing soda and sulphuric acid.

### GERMAN ALKALI AND GERMAN "PEARS'" SOAP.

HONG-KONG makes this remarkable statement:—"German alkali is preferred to British, because it is frequently lower in price, and packed much better. The foreign article is just as adapted to the importer's taste and requirements as the goods it has displaced. It is impossible to tell the exact proportion in which the foreign has superseded the British article, as there are no statistics here. There is still a large proportion brought from England. The foreign alkali is rather better packed than the British, and, price for price, the importer is in favour of the German article."

We also hear, under "Dye-stuffs":—"The English at one time controlled the market with water blue, which was famous in Hong-Kong, and was used by the Chinese, but that blue has entirely disappeared from the market. Fifteen years ago the English water blues always brought higher prices than the substitutes sent out from Germany."

Under "Soaps," the report states:—"There used to be a very good imitation of Pears' soap on this market. Pears' soap is very largely advertised, and nearly every Chinese dealer keeps German imitations of this soap, the fraud being so like the original that it is difficult to discriminate. The labels and packages are identical. It is shipped from Antwerp, and comes straight to Hong-Kong."

## AUSTRALASIA.

### NEW SOUTH WALES.

This colony sends detailed statistics relating to the imports of "medicines and drugs," of which the following is an abstract:—

|                      | 1884     | 1889     | 1894     |
|----------------------|----------|----------|----------|
| Total value ...      | 227,570. | 202,566. | 126,054. |
| Of which was foreign | 37,050.  | 30,273.  | 18,355.  |

Direct American imports have fallen off, German are slightly increasing—4,261. in 1884, 5,956. in 1894. It is stated that American and German surgical instruments are considered to be better finished than the English goods, and are about the same price. The demand is not large.

*Medicines.*—Direct foreign competition in this branch (comprising drugs and apothecaries' ware) does not seem to be increasing much. The figures are interesting enough to quote in full:—

| Imports from       | 1884    | 1889    | 1894    |
|--------------------|---------|---------|---------|
|                    | £       | £       | £       |
| United Kingdom ... | 240,520 | 172,293 | 107,699 |
| United States ...  | 28,183  | 17,032  | 9,844   |
| Japan ...          | —       | —       | 550     |
| Germany ...        | 4,261   | 6,263   | 5,956   |
| France ...         | 1,523   | 1,138   | 835     |
| China ...          | 2,504   | 3,803   | 1,170   |
| Italy ...          | —       | 2,037   | —       |
| Belgium ...        | 579     | —       | —       |
| Total ... ...      | 277,570 | 202,566 | 126,054 |

The proportion of direct foreign imports has therefore actually decreased  $7\frac{1}{2}$ ,  $6\frac{2}{3}$ , and 7 per cent. respectively.

*Perfumes and Tinctures.*—New South Wales also gives full statistics of the imports of perfumes and tinctures. In these branches the decrease of German direct imports is remarkable. In respect to tinctures, this is no doubt due to the recently established British export facilities.

### (A) Perfumed Spirits.

| From           | 1884   | 1889   | 1894   |
|----------------|--------|--------|--------|
|                | £      | £      | £      |
| U. Kingdom ... | —      | 12,316 | 7,936  |
| France ...     | —      | 2,282  | 828    |
| Germany ...    | —      | 1,205  | 953    |
| U.S.A. ...     | —      | 2,588  | 1,313  |
| Total ...      | 18,573 | 18,391 | 11,030 |

### (B) Tinctures, Essences, and other Spirits.

| From           | 1884   | 1889  | 1894   |
|----------------|--------|-------|--------|
|                | £      | £     | £      |
| U. Kingdom ... | 5,371  | 1,950 | 17,857 |
| U.S.A. ...     | 6,310  | 3,521 | 7,687  |
| Germany ...    | 2,327  | 2,053 | 770    |
| China ...      | —      | —     | 773    |
| Total ...      | 14,008 | 7,524 | 27,047 |

### A SATISFACTORY REPORT.

A committee of the Sydney Chamber of Commerce (a body composed of merchants of all branches and nationalities, and unlikely to be biased in any direction) was appointed to investigate the question of foreign competition in the N.S.W. market. They conclude their report thus:—

The committee have pleasure in stating that an almost unanimous opinion exists that British goods are best in quality.

It is a moot question, which the committee cannot fathom, whether, after all, the so-called increase in the quantity of foreign

imports is an increase over the increasing population, or whether it is only an increase in proportion thereto.

Undoubtedly in some special lines Germany has made marked strides, but there are others in which her imports show an actual falling-off.

#### VICTORIA.

According to the Victorian Customs Returns, 12·58 per cent. of the goods affected by Mr. Chamberlain's inquiry and imported into the colony in 1894 were of foreign origin; but, according to the results of a careful inquiry among importers the real proportion was 33·06 per cent., two-thirds of the foreign goods imported into the colony being shipped from the U.K. But in the opinion of the majority of the Victorian Committee of Experts,

There is no greater proportion of foreign trade transacted in Victoria now than in 1884. In fabrics for women's wear and some other articles the continental countries have improved their position; in hardware and heavy fabrics the British trade has advanced; whilst in wooden goods the U.S. now, as heretofore, maintains supremacy in the markets of Victoria. Lately the trade in iron and steel has been threatened by the competition of Germany.

#### HEAVY CHEMICALS.

Victoria says with regard to heavy chemicals: The total imports of nitrate of soda in 1894 were worth 3,000*l.*, of which two-thirds were German, and the rest Chilean produce. The German nitrate of soda or Chili saltpetre is made up into 1-cwt. cakes, like British nitrate of potash, for which it is said to be sometimes sold. The price is from 10*s.* to 12*s.* per cwt., landed in Victoria. Of nitrate of potash 2,645*l.* worth was imported, of which 700*l.* worth was estimated to be German produce. The price of British saltpetre is 31*l.* to 32*l.* per ton, and of German 27*l.* to 28*l.* per ton, wholesale in Melbourne. The German is displacing the British. Indian is worth about 22*l.* 10*s.* per ton. The quality of the German is said to be equal to that of the British. The packing of British and foreign is similar. With regard to acids the total import in 1894 was 28,468*l.*, of which 10,000*l.* was estimated to be of French, 1,000*l.* of German, and 1,200*l.* of Belgian origin. But as foreign acids are nearly all bought in Great Britain, it is extremely difficult to make a trustworthy estimate. British tartaric acid is generally guaranteed 95 per cent. of acidity, while the French and Italian is of a somewhat lower percentage, and proportionately cheaper. The retail buyers often do not know the strength, and buy the cheaper articles. Citric acid is believed to be all, or nearly all, British. Acetic acid: About three-fourths of the importations are German produce, and one-fourth British. The greater part of the acetic acid used is made in the colony. In sulphate of magnesia about half the importations are German and half British. The price of the British is 90*s.* per cwt.; of the German, 81*s.* per cwt. The quality is about equal.

Cyanide of potassium will be an important item in extracting gold. The German and English makes are offered at about the same price, and an effort will be necessary to conserve the trade for Britain.

#### BRITISH PACKING BAD.

The containers of all British chemicals are considered very inferior, especially the bottles for dry chemicals. These bottles are of inferior glass, of bad colour, and bad make; the labels are ugly and often put on crookedly; the stoppers are unsightly sealing-wax or tinfoil; and the outside paper wrappers are of the commonest description. The German chemicals, on the other hand, are put up in bottles of clear glass or of colours suited to the material contained, well made, and of good shape; the labels are tastefully coloured, and the stoppering is good. The American chemicals are also very much better put up than the British. This matter is of importance, in view of the fact that, partly owing to this cause, the British trade is losing ground.

#### FINE DRUGS AND CHEMICALS.

In chloroform about half the importations are German and half British. British chloroform, best quality, costs 7*s.* 6*d.* per lb.; German chloroform, ordinary, 3*s.* per lb. The German chloroform, like the British, is from makers of the highest repute, and the range of qualities is about equal. The doctors commonly give English chloroform, because of its reliability. The German importations are to meet the

requirements of those seeking cheaper goods. The price generally of foreign drugs is less than that of British drugs. The quality of German goods is generally considered equal to that of British. The containers of British drugs are inferior, which is a matter of importance. The British maintain their trade solely by the high esteem in which the products of a few large makers are held, and the reliability of the goods sent out by them.

*Soap.*—The imports of perfumed soap into Victoria amounted to 2,694*l.* worth in 1884, 19,122*l.* in 1889, and 14,957*l.* in 1894. It was all imported from England, and it is estimated that more than 95 per cent. is of British manufacture. The use of non-British soap, moreover, is declining. The French send a small quantity of tastefully-boxed soap of superior quality. All common soap imported is British.

#### THE PERFUME-TRADE.

*Perfumes.*—The imports of perfumed spirits into Victoria were valued at 5,619*l.* in 1884 and 7,369*l.* in 1894. Two-thirds of this is imported from Britain, but it is estimated that only 900*l.* worth is of British manufacture, 5,000*l.* worth being of French, and 1,000*l.* German.

French perfumes have almost displaced the British, German, and American perfumes. Special efforts are being made to foster local production, as it is thought that perfumes may become a Victorian article of export.

For the same qualities French perfumes are cheaper than all others. The Germans send some very cheap descriptions of low quality.

The French perfumes, though of excellent intrinsic quality, are probably not better than the British, but they are better boxed than any others; there is no comparison in regard to sightliness. Exquisite taste is displayed in the colours of the silk linings, the labels, and the stoppers, as also in the shapes of the packages and the bottles. Even the cheapest qualities are put up with taste and care. Placed side by side with the French, other goods appear shabby, and a retail buyer will certainly choose the former. The British styles and patterns are those which have been offered for many years, and even if the styles were equal to the French, people would by this time have tired of them.

#### QUEENSLAND.

The reports from Queensland are meagre. The Brisbane Chamber of Commerce has not even taken the trouble to reply. The Maryborough Chamber of Commerce says that where British manufacturers are losing ground the fault is their own, in so far as they entirely neglect to meet the requirements of the colonial markets, and cling to obsolete patterns and unattractive goods.

#### SOUTH AUSTRALIA.

The summary of the lengthy S. Australian report is that as concerns the bulk of British as compared with foreign trade there is no cause for alarm, but there is cause for vigilance, for it has been during the past few years only that foreign merchants have shown marked efforts to participate in the direct South Australian trade.

*Bottles.*—There is much foreign competition in this line. German perfumery-bottles sell at the following prices "net in Germany":—4-oz., 6*s.* 3*d.* per gross; flat bottles, with round corners—4-oz., 5*s.* 8*d.* per gross; 8-oz., 7*s.* 10*d.* per gross; 16-oz., 14*s.* 4*d.* per gross. The cost of importation is about 40 per cent., the S. Australian duty 15 per cent. The cost of transportation is about the same from England as from Germany, but the cost of English bottles is largely in excess of German. It is said that the English-made bottles are of superior quality to the German, the glass being freer from defects; but the foreign article suits requirements, and its low cost is a strong recommendation. The packing is equal.

#### SOAPS AND PERFUMES.

In fancy soaps America takes about one-eighth of the trade, although the price of American soaps is high. As the quality and appearance of perfumed soap from America are very good, the perfume delicate, and (owing to milling) the soap a lasting one, the trade is on the increase. This soap is well and attractively boxed, and its sale is helped by showy advertising-matter and widely-disseminated pamphlets, which, as in the case of patent medicines, are sent broadcast

as packing inside cases, thus saving the manufacturer the cost of distribution.

In perfumes the English maker has been largely displaced owing, not to inferiority of spirit, but in a great measure to a lack of taste in the get-up of his goods. French perfumes are handsomely boxed, and have a highly attractive appearance, and so, in scarcely less degree, are the American; but the English are usually very ordinary in appearance. Prices appear high for best French or American, but low qualities of German or French scents are comparatively cheaper than English.

The best English and French perfumes are about equal in perfuming power, but it is because of the packing that preference is shown for foreign productions. The foreign manufacturer tries to make his packing help sell his goods, while the British maker, as a rule, relies on quality alone, and is not always superior even there. There are, however, recent signs in some cases of a marked improvement as regards the appearance of such goods. Foreign perfumes also are largely purchased by chemists because they are acceptable additions to a shop-window. Local productions are gradually making their way, mainly by reason of price.

#### WESTERN AUSTRALIA.

The import-trade of Western Australia has risen from 874,447*l.* worth in 1890 to 3,775,804*l.* worth in 1895. That is due to the great increase in mining activity in the colony. Up to lately the W. Australian market was comparatively neglected by foreign manufacturers, but they have now begun to turn their attention towards it. Germany has already got a grip on some articles of consumption, including fine surgical appliances.

#### TASMANIA.

There is nothing of special pharmaceutical interest in the report from this colony. The U. Kingdom appears to hold her own in the staple branches of import, but in certain classes of manufactures foreign nations are encroaching upon the market. This is chiefly the case in iron and steel rails (Germany), spirits (Holland), hardware and wooden goods (U.S.A.), and firearms (U.S.A. and Germany).

#### NEW ZEALAND.

The trade statistics show that the import of goods from foreign countries is almost stationary at 9 per cent. of the total. But the real percentage of imported foreign-made goods is known to be much larger than this, though it cannot be traced accurately. In the staple trades there does not appear to be any appreciable displacement of British goods, but during the last ten years German firms have sent out representatives to the colony as resident agents. These are indefatigable in pushing business, hold no stocks, sell from samples, travel throughout the colony taking orders from both wholesale and retail traders, and furnish minute information to their principals with reference to the special requirements of the colony.

*Bottles.*—The report points out that all common soda-water and ginger-beer bottles are still imported from England. The ordinary cheap medicine-bottles have always been got from Germany, as they can be obtained at a much lower cost there. The German bottles are lighter, but they answer the purpose just as well as the heavier English. Other dispensing-bottles and those kinds used for bottling essences, &c., have been coming in increased quantities from the United States. This is owing mostly to the fact that American manufacturers push their goods vigorously and systematically by the aid of agents or travellers, who regularly submit samples to the trade to choose from, whilst English makers utterly neglect this means of putting their wares before importers.

*Surgical Instruments.*—Of an import value of 8,215*l.* in 1894, 1,217*l.* worth came from foreign countries, chiefly Germany and U.S.A. "German instruments," we are told, "are vastly superior to English, and lower in cost. German indiarubber goods are inferior to English, and lower in cost. American are quite equal to English, and lower in price."

*Medicines.*—Total import in 1894, 32,943*l.*, of which 7,639*l.* (mostly widely-advertised patents) came from U.S.A. No other foreign nation competes directly.

*Soap.*—Total imports (all of toilet-soap) in 1897, 9,246*l.* Of this 1,167*l.* came from U.S.A., 60*l.* worth from Germany. There is no common soap imported. In fancy soap the American imports consist of expensive toilet kinds. The quantity is small, but the high value makes the importation look large when compared with imports from England.

#### FIJI.

*Cocoa.*—The only paragraph of drug-interest in the report from Fiji is that *Van Houten's* cocoa, which has been used in the colony for years, is being pushed out by *Fry's* brand. But as the Fijians only consumed 525*l.* worth of cocoa in 1894 their change of taste in this respect does not vitally affect the prosperity of the empire.

### THE MEDITERRANEAN POSSESSIONS.

#### MALTA.

A number of articles, including soap, candles, and spirits formerly almost exclusively imported from the United Kingdom, are now, either wholly or partly, imported from the Continent. The reasons why some continental goods are finding an increasing market in Malta are:—

1. Their moderate price.
2. The greater facilities afforded by foreign commercial houses.
3. The more frequent visits paid by commercial travellers representing foreign firms.
4. The difference in the rate of commission.
5. The lower packing-charges.
6. The relative vicinity of continental producing-centres.

*Bottles.*—Mineral-water bottles (distribution, 1,310*l.*, of which 1,000*l.* from United Kingdom, rest from France). English mineral-water bottles are better finished than foreign, and even Maltese firms trading with Germany prefer British goods. Common bottles (imports), 610*l.*, nearly all from France.

*Instruments, Surgical, &c.*—Distribution in 1894 from U.K. 440*l.*, Germany 100*l.*, France 140*l.*, other parts, 153*l.*. British instruments are more solid, German and French are better finished and cheaper.

*Medicines.*—Distribution in 1894 851*l.*, of which from U.K. 390*l.*, Italy, 225*l.*, other countries small amounts. German firms offer to supply 8*l.* orders free of charge in Malta.

*Soap.*—Toilet soaps. Distribution in 1894 from U.K. 382*l.*, Germany 300*l.*, France 150*l.*, Italy 150*l.* Superior toilet soap comes from England. That imported from France comes next, the next and cheapest being imported from Germany. Of common soap the import is worth about 3,400*l.* a year. This soap is principally manufactured in the local factories, or imported from Tunis and Candia. The softer quality comes from Tripoli and other Barbary states.

#### CYPRUS.

The chief medical officer of Cyprus, Mr. F. Heidenstam, sends a special report on the trade in medicines in the island. He says:—"Drugs, surgical-appliances, &c., are almost exclusively imported from France, and even the few English pharmaceutical products which find their way here are imported through French houses. The reason is that there exists no commercial communication direct with the centres of manufacture, but orders are given through commercial travellers representing French houses. Owing to the inferiority of their goods they are able to give them at very low prices; facilities are also given for payment. I have been for some time trying to persuade the chemists to improve their stocks by obtaining from England genuine products, but the difficulties they find in getting their orders executed and the cost of shipment have hitherto prevented them from doing so. One, however, has, on my suggestion, entered into communication with an English firm, and his stock is almost exclusively English. It is, however, to be regretted that English houses do not make a bid to introduce their trade here, as with the exception of some stray catalogues there has been no other encouragement to induce orders and no commercial travellers have ever been sent to represent them. Moreover, so long as Cyprus medical students go to study in France in preference to England, French drugs are likely to be preferred to English."

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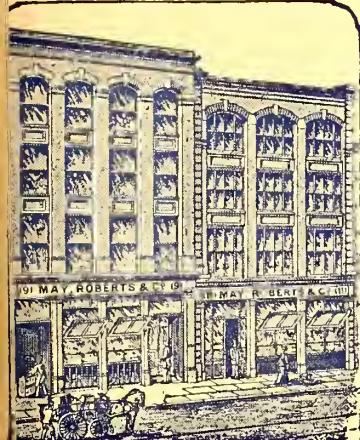
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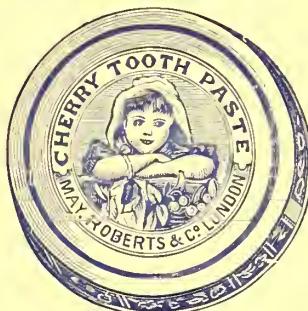
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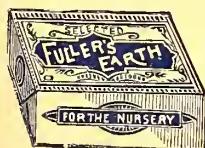
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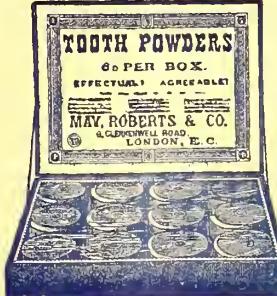
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